

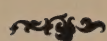
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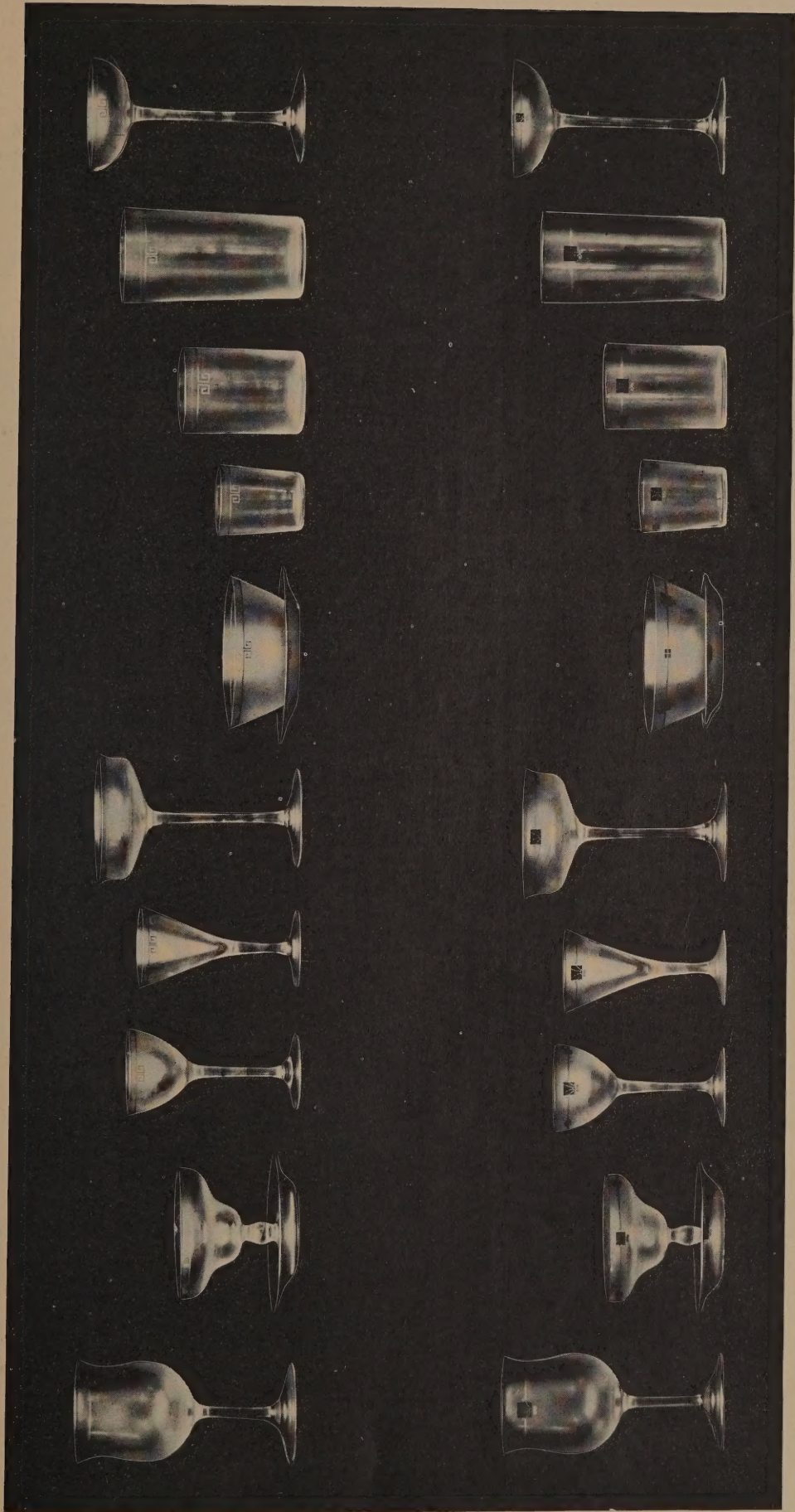
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M. HERBERT

42 West Broadway, N. Y. City, N. Y.

CONTENTS

	PAGE
GAS OR ELECTRIC PORTABLES . . .	167
They are entirely in favor this season. The trade has many new designs and shapes to offer and some novelties.	
CONFIDENCE AMONG THE IMPORTERS	170
Foreign factories have evolved some beautifully decorated high-grade dinnerware. It meets with ready sales.	
ART DISPLAYED ON SEMI-PORCELAINS	174
Widely different decoration successfully carried out on a fine selling line of American-made products.	
BRASS GOODS HOLD THEIR OWN . .	175
Something about the history of these wares. Started humbly but are winners today.	
TRADE GOOD IN TABLE GLASSWARE .	177
Factories are working on full and overtime. Some new shapes and designs—also in candlesticks.	
GATHERED IN GOTHAM	180
PERSONAL	181
PENCILINGS OF POTTERIES	182
DEATH OF KENNETH R. BRYCE	183
AN OLD FIRM CHANGES NAME	183
GLIMPSES OF GLASS HOUSES	184
EDITORIAL	185
METROPOLITAN MUSEUM EXHIBIT . . .	186
PRACTICAL SCIENCE DEPARTMENT . .	187
<i>Edited by Prof. Charles F. Binns</i>	
FELDSPAR AND QUARTZ FOR WHITE ENAMEL.	189
WOOD HAS A SUBSTITUTE	190
SALESMEN ON THEIR TRAVELS	191
BRISTOL RECORDING THERMOMETERS.	191
NEW BOOKS	192
TRADE NOTES	192
BEAUTIFUL SALESROOM OF A. H. HEISEY & CO., INC.	193
WILL MEND BROKEN WARES	193
GEORGE HAMILTON APPOINTED AGENT FOR FURNIVALS, LTD.	193
FAMOUS POTTERY CELEBRATES GOLDEN ANNIVERSARY	194
CUSTOMS RULINGS ON SILICA WARE .	194



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POTTERY & GLASS

VOLUME III

OCTOBER 1909

NUMBER 4

GAS OR ELECTRIC PORTABLES

THEY ARE ENTIRELY IN FAVOR THIS SEASON—THE TRADE HAS MANY NEW DESIGNS AND SHAPES TO OFFER, AND SOME NOVELTIES

WE have now reached the season of the year when the days are growing short and the nights long. As the curtains of night descend earlier and remain drawn longer, the matter of artificial light is not only appropriate for discussion, but is a theme that is of general interest at this time.

What is there that's new in the world of invention, as referring to artificial light, that will interest buyers? That is a question to be answered here, and we feel as though in a position to do so intelligently, basing what we say on what manufacturers tell us. In short, the light-givers elected to do service from now until the days again grow long, are portables, built to use either gas or electricity, and known technically as "gas or electric portables."

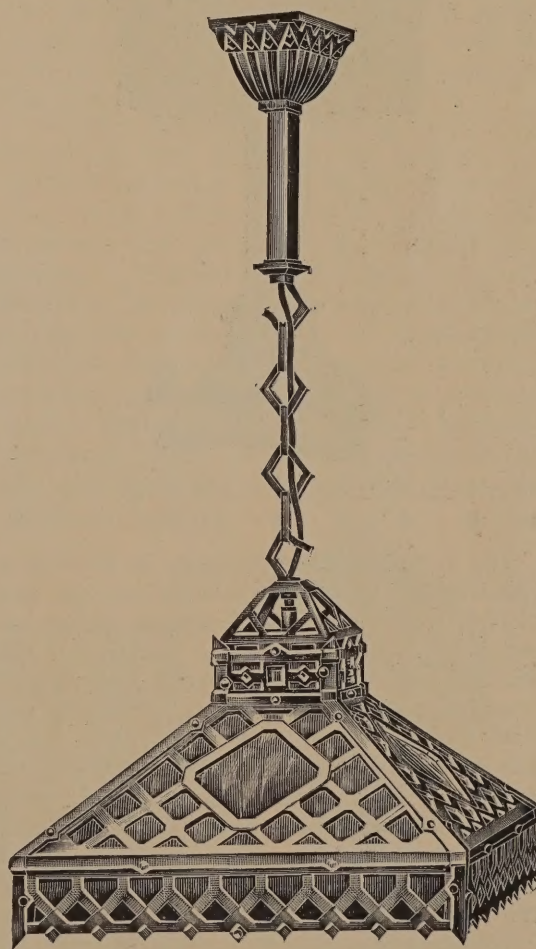
The market simply reeks, so to speak, with the new idea, and manufacturers are competing in an effort to produce the most stunning effects, both as to design, shape and decoration. It wouldn't be possible to show more than a fraction of them in our limited space, so great and varied is the collection, so we present cuts of a few that suggest neatness, beauty and utility, to give buyers an idea of just what awaits their selection.

These portables are made so that shades are interchangeable, which gives the user the option of applying any sort of shade to the brass stem and base, and this permits of a very great margin in deciding on a choice.

Oil lamps, will, of course, continue to flourish, and for that reason manufacturers are keeping right in the race in the matter of new designs, etc. The portable is all the result of the modern application of the electric current, and the fact that this bright illuminant makes it possible to produce so many charming effects in connection with glass, has spurred on the manufacturers to evolve some of the most gorgeous effects possible to conceive.

The Pittsburg Lamp, Brass & Glass Company, contributes a cut of a new open work

cast ceiling canopy, for both gas and electrics. These canopies are made in matt black finish or brushed brass finish. The matt black is



FROM PITTSBURG LAMP, BRASS & GLASS CO.

made with two styles of glass, viz.: amber opal glass in shade, with green glass in apron and crown, or with green glass in shade, and amber opal glass in apron and crown. The brushed brass finish is made with two styles of glass, viz.: pink glass in shade and ruby in apron and crown, or with amber opalescent glass in shade

and ruby green in apron and crown. The size of shade measurers 18x18 inches, and the extreme length of either fixture is 60 inches. The gas ceiling canopy is fitted with inverted burner of the company's own manufacture and is also supplied with inner globe. The burner is operated with pull chains. The electric ceiling canopy is fitted with a three light rosette, and hubbel plug and socket. The design, style and workmanship on the above canopies, are distinctive and entirely different from anything similar on the market. The glass with which they are fitted, is known as "High Glass."



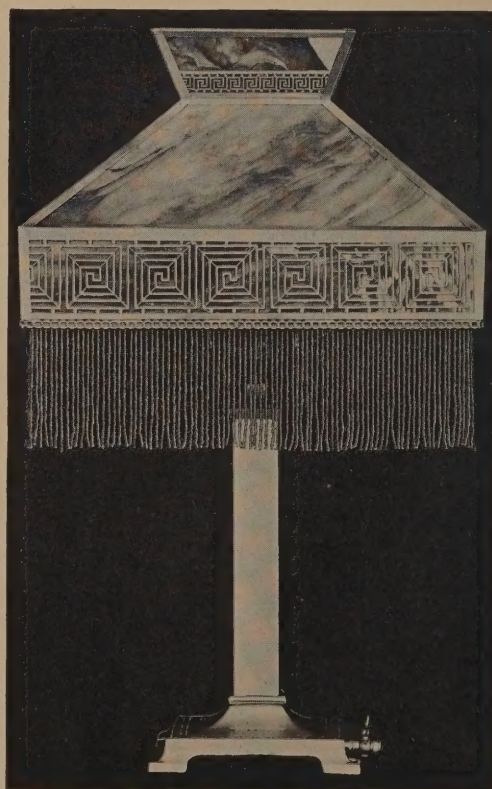
BEAUTIFULLY DECORATED LAMP FOSTORIA GLASS CO.

The Fostoria Glass Company is showing a splendid line of decorated lamps and gas and electric portables with decorated shades to match. One of the pleasing varieties in the decorated shades are deep etched designs, decorated in natural color effects, something entirely new in this field of work. Their entire line is very reasonable in price, and the up-to-date buyers should see these goods before placing orders. They report a nice business so far this year with a very encouraging outlook ahead. The cuts herewith show two of the Fostoria Glass Company's strong lines.

Following out the proposition of gas and electric portables, the Edward Miller store, at 78 Warren street, is showing a strong and varied line of these goods, in sizes ranging from an individual reading desk portable to the large and heavy parlor size. The colors of the art glass shades are in soft yellow, sunset and other pleasing hues, under fancy metal frames, the latter made in suitable up-to-date

designs, among those seen being the statue of Liberty, steamers afloat, marine views, gardens and groves. The brass stands that accompany the shades are both plain and ornamental. It was stated by a representative of this old house of lamps, that their line of portables was both large and varied.

Something particularly snappy and attractive, is the very fine line of portables for either electric or gas illumination, that are posed on the show tables of the Andrew H. Hoag Company, 46 West Broadway. The brass stems and bases are made in the Colonial shapes and styles, so very popular in this period, the bases being 6 inches square. The art glass shades, which, by the way, carry the desirable square shape, are 11 inches at the base and mounted on stand 19 inches high from table. They are very strongly put together with heavy brass binding, and at the bottom ornamented with a 4-inch beaded fringe. These shades come in assorted colors, notable among them being etruscan green, amber, pink and ruby. The accompanying cuts show the nice lines of this lamp, as well as one other of the same class. The latter is equipped with a heavy brass stand, having a 7-inch base inlaid with flowers. The art shades, which are made in the same colors, are 12 inches square and have a 3-inch Grecian border on skirt, below which is a 4-inch beaded fringe. The height of this pattern is 23 inches from table to top of shade.



PORTABLE FOR GAS OR ELECTRIC. A. H. HOAG CO.

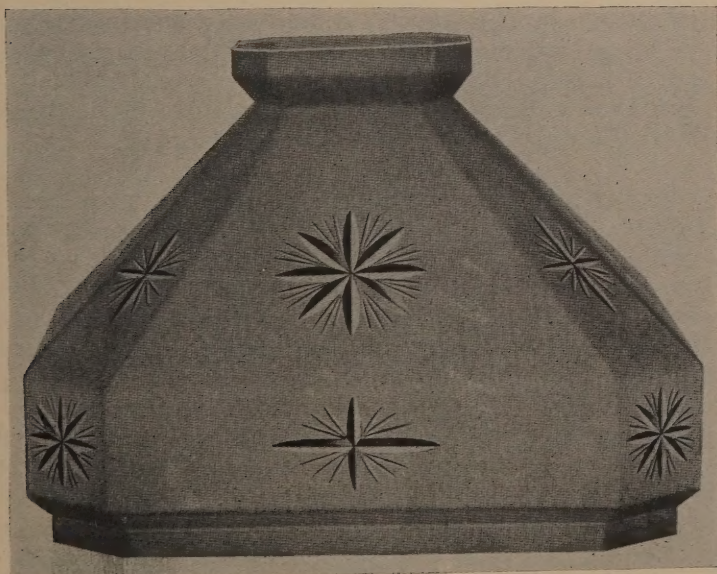
In connection with the A. H. Hoag line, it is real information for buyers to know that this house is sole agent for the entire East territory, for an entirely new line of glass shades for electric and gas illumination, known as "Patented Lines Odd Glass." The lines and colors of these shades are fused in the glass, the only lead lines used being those that actually form the skeleton that holds the several sections together. The "Patented Lines Odd Glass" is, in fact, so very novel and elegant that it has caught on like wild fire and we are advised that the sales are reckoned only by the output of the factory.

Among the new ideas that have been conceived by the glass factory geniuses, there are a few that are attracting attention at the sales-room of the Consolidated Lamp and Glass Company, 66 West Broadway. Reference is made to a collection of gas and electric domes in exquisite shapes and extremely neat and beautiful designs. There are so many to choose from that it becomes in reality, an entire matter of taste. They are made, as stated, to comply with either gas or electric effects, in 10 inch and 12 inch fitters, with rich star and colonial cuttings, on a great variety of new designs, showing simplicity and effectiveness under either light. The accompanying cut shows their fine shapes and proportions, together with the decorations. Brilliancy is the word that suitably describes these domes, when the illumination is on. A line of oil lamps that has gained friends during the several years they have been sold, is represented in dull crystal of many colors and shapes. In towns where neither gas nor electricity have been introduced, they continue to cut a broad swath as staple sellers.

As gas and electric portables are all the rage

this season, attention is directed to the very high-grade assortment of these chosen favorites that adorn the several exhibition tables of The Bradley & Hubbard Mfg. Co., 26 Park Place. The feature of this line is the rare art displayed in the shapes, designs and decoration of the shades. In type they may be described as of cast open work metal with art glass background. The lamps are finished in either antique brass, or in various bronze effects. The colors chosen as most appropriate to the glass shades, are ruby, green, ivory, rose, opal sunset border, when Pompeian, or, with green and ivory art glass, sunset border, when Colonial brass. The styles displayed in these goods are too numerous to mention, but they simply come in sizes all the way from the little affair suitable for a desk or reading table, to the larger sizes that throw an illumination sufficient to light up a parlor. The portable shown in the accompanying cut is 23 inches high, shade 13½ inches high, made of green and ivory art glass, ruby top, rose bottom, green and opal border.

For something cute and right up to the very minute, as new things go, the attention of buyers is directed to a very catchy line of novelties being sold by Plume & Atwood, 279 Broadway, and known as the "Spookie Assortment." The "Spookies," as they are called, familiarly, are shades, which when used in connection with stands compose the popular portables, or, they can be used to place over the porcelain shades of oil lamps. These spookies seem to define the name given them most appropriately. They are made of pasteboard of two thicknesses underlaid with fine paper and

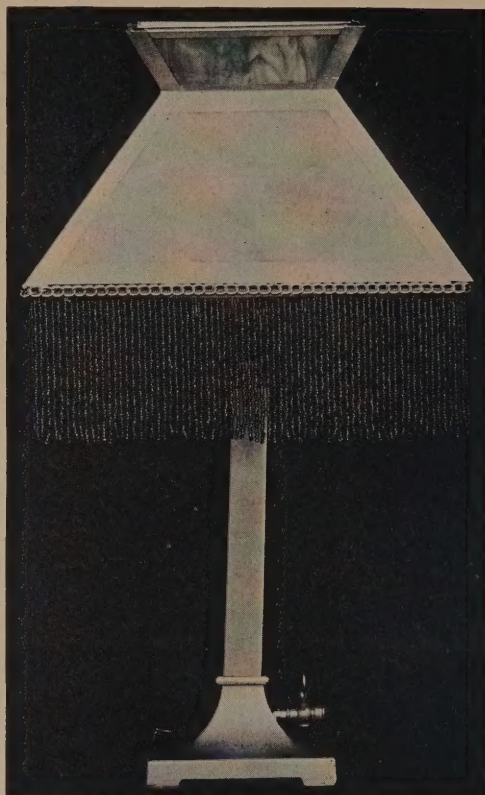


FROM CONSOLIDATED LAMP AND BRASS CO. FROM FOSTORIA GLASS CO.



FROM BRADLEY & HUBBARD

are such a faithful imitation of glass and metal shades, as to fully deceive the most casual observer who does not look closely or apply the hands. They come in all the glass-shade colors and in the same designs, shapes and ornamentations. The concern that originated them furnishes them also in flat patterns, all ready for the purchaser to cut out and put together. The "Spookie" is a novelty



FROM THE A. H. HOAG CO.

that has captured the fancy of many a buyer, who having seen them surrounding a bright illumination, realized their beauty and added them to his stock, as an article of utility at a low price.

CONFIDENCE AMONG THE IMPORTERS

FOREIGN FACTORIES HAVE EVOLUTED SOME BEAUTIFULLY DECORATED HIGH-GRADE DINNERWARE—IT MEETS WITH READY SALES

IT would be difficult to change the views that have been expressed heretofore by the importers of this city, as to the business outlook. Nothing very startling has happened since last month to change conditions, although business has been gaining right along, except that the Hudson-Fulton celebration filled everyone with a desire to play, rather than work, and that disturbed matters for about one week.

There have been quite a few buyers in town, but most of them represented departments other than china, glassware and lamps. A rush was not expected, however, but there will be a steady impetus given to buying until about the holidays, when a lull will occur until the buying for spring begins.

The import trade, by the way, which, like our own, is constantly seeking new ideas, seems now to be running largely to attractive dinnerware, and the rounds of the importing houses

inspires one to believe that some very fetching things are being offered to buyers.

What seems to appeal strongly to the trade, are the new border effects, introduced in several colors, with a rich preponderance of gold. It seems to be a relief from the decoration that has prevailed for some time heretofore, and it is that fact which is causing marked expressions of appreciation to be bestowed.

It has been learned, confidentially, that thousands of dollars have been spent to perfect these new decorations before a single sample was shown to buyers.

Every house that employs salesmen on the road, has them out on their respective routes and satisfactory results are the fruits of their efforts. When the big rush of visitors into town to enjoy the recent celebration became a certainty, the concerns that import china and glassware for hotel service, naturally anticipated



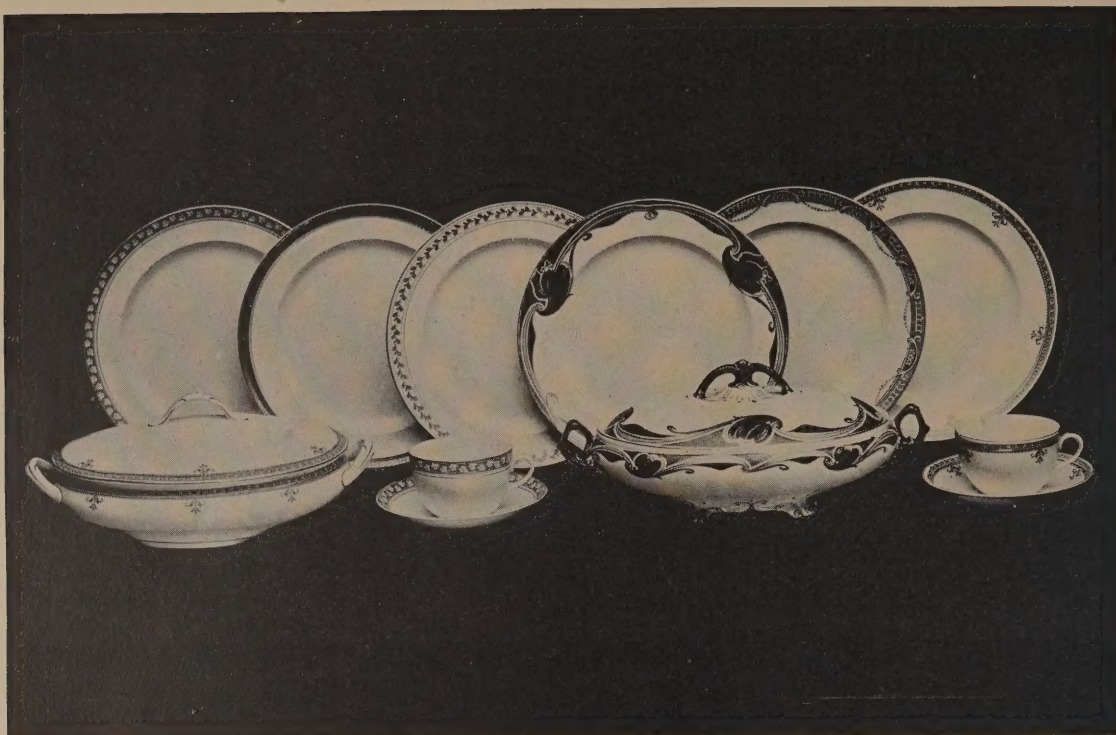
FROM THE SHOWROOMS OF E. BOOTE

that the sales would be large in order that the crowd might be cared for, and in that they were not disappointed, for it is a fact that the sales were not only large, but the orders came in so fast that it became a question only of how they could be filled.

The English potteries this season have shown a marked tendency to produce attractive decoration on dinnerware and their aim in that direction has been cleverly carried out. A firm that handles extensively the English porcelains, is George F. Bassett & Co., 49 Barclay Street, running through to 54 Park Place, and they have a line of samples so large that they occupy many tables and shelves. It may be stated in this connection that these goods have the advantage of being of the open-stock kind, where individual pieces can be replaced at any time.

The cut presented herewith of the Bassett line, is by permission of the firm, and shows a few of the ideas as selected to illustrate what they are, so that prospective buyers may be enlightened. Burgess and Lee, Burslem, by the way, are the manufacturers. The Fleur de Lis border, whose artistic and delicate pencilings surround a plate, comes in three colorings—flow-green, old gold and enameled. The old gold has been so skilfully applied as to deceive one into the belief that it were a gold potter's print. The ever-popular Fleur de Lis has met with the same favor applied to dinnerware, that has come to it on jewelry, silver and other lines, and, of course, ready sales have resulted. Another clever conceit is the ivy narrow border

pattern, which has created for itself a general demand by the trade. The print is dark green and silver gray border, which shows an ivy vine running gracefully around the edge. The silver gray, it is of interest to state, is quite a new color, has not become stale through over-use, and the Bassett people declare it will be a good seller. The "Windsor" pattern is the one shown with a trifle heavier border, having an old gold effect. Next comes the neat and dainty laurel border, which embraces a combination of laurel leaves, with hair line just under border, which creates a novel and very artistic appearance. A careful examination would, in fact, give the impression that it was an English bone china pattern. Then comes the tulip pattern, which, while being more conspicuous than its group mates—not, however, because it is shown in the larger form of a vegetable server—indicates very artistic and graceful lines for an underglaze print, and is more of a fancy shape than the other patterns and is well adapted to the exclusive store. It is treated, also, in expensive enamel effects, and illuminated bids fair to be a big selling winner for the dealer that wishes something a little better than his competitor. Among this assortment is a style described as the "Cobalt" border, with a rich encrusted gold-effect edge. This style is an entirely new departure on English dinnerware and the trade is already taking as kindly to it as the proverbial duck to water. Its appearance indicates it to be a high priced English china, but on the porcelain body it is so "classy" as



ENGLISH SEMI-PORCELAIN DINNERWARE

FROM GEO. F. BASSETT & CO.

to be suitable to be placed on sale by jewelers.

Last month brief reference was made in the import story to the notable and very high class line of bone china dinnerware, the production of Cauldon, Limited, Stoke-On-Trent, England, of which E. Boote, 46 West Broadway, is agent. The word "notable" is used because these goods are of the class that appeal to very artistic tastes, both as to design, decoration and the geniuses that painted them, and they adorn the tables of the most refined people. Through the courtesy of Mr. Boote we are permitted to present to our readers a group from this fine lot. They have been arranged to show the best effect, the two fish and game plates standing on either side, with the rich, gold bordered plate in the center and two dainty-shaped cups and saucers standing in the foreground. Nothing could be prettier, or more pleasing to the keen

artistic taste than this splendid group. Nor were they chosen for their special adaptability to this reproduction, having been selected from several tables of equally fine stock, merely because they appealed to us as being an assortment that would show up well. They are a combination of gold and acid work. Other ideas embody gold and floral decorations. The fish and game plates were painted by Birbeck, the noted painter on china.

Messrs. Lazarus, Rosenfeld & Lehmann, 56-62 Murray Street, the large importers of foreign chinawares, are at present making proud boast of an entirely new line of dinnerware from their own Victoria factory, at Carlsbad. These dignified and attractive goods may be judged by the cut herewith, that shows three pieces, posed just right for the consideration of the buyer who knows a catchy style and de-



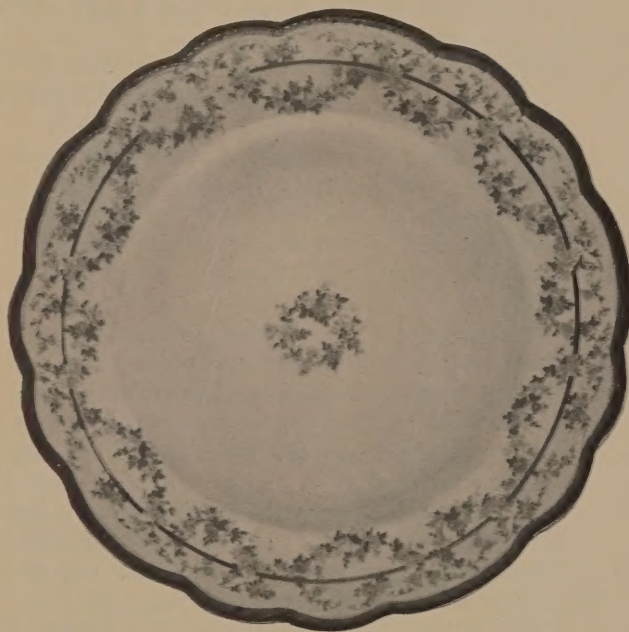
BOHEMIAN TABLEWARE FROM KOSCHERAK BROS.



❖ ❖ ❖ CARLSBAD DINNER SERVICE FROM LAZARUS, ROSENFELD & LEHMANN ❖ ❖ ❖

sign when he sees it. The sample line has just been opened for inspection and shows some wonderful additions in both shapes and decorations. One of the most alluring creations in the assortment, is a new acid encrusted border in the new plain shape. Both in color and finish of the body and the execution of the pattern, this is equal to fine French ware and is a surprising production from an Austrian factory. The price will be considerably less than one-half of what a similar French set would cost.

Another popular line of open-stock dinnerware is being shown by Koscherak Brothers, 29-33 Park Place. It is a Carlsbad product and the firm has control of twenty different patterns, which are being offered under the name of "Kaiserin Maria Theresia." The designs chosen for this ware consist of floral sprays, as well as border decorations in maroon, green and gold. The cut of a plate is presented in these pages, which gives an idea of one of the styles. A very fine assortment of Bohemian table glassware is posed upon the shelves at the store of this concern, which is headquarters for this particular kind of ware. There is a wide choice of ideas to select from, there being fifty of them, all of the open-stock kind. The patterns are of Grecian type and include the "Lady Curzon" in iridescent, plain, and forty etchings, all of which are optics, as well as optic patterns 9315, two new ones which are in vogue this season, import and stock. The cut of this line is submitted, showing the delicate decoration chosen.



❖ ❖ FROM KOSCHERAK BROS. ❖ ❖

ENGLISH POTTERY EXHIBIT

A most magnificent display of modern English pottery has been shown at an exhibition recently thrown open to the public at the Queen's Park Branch Art Gallery, Manchester, England. Notable among the exhibitors are Ashworth Brothers, Hanley; McIntyre & Co., Burslem; Bernard Moore, Stoke-On-Trent; Pilkington's Tile and Pottery Co., Clifton Junction, near Manchester, and Howson Taylor, West Smethwick, near Birmingham.



ART DISPLAYED ON SEMI-PORCELAINS

WIDELY DIFFERENT DECORATION SUCCESSFULLY CARRIED OUT ON A FINE SELLING LINE OF AMERICAN-MADE PRODUCTS

THE three pieces displayed in the accompanying cut show widely different ideas in decoration, and yet there is a certain characteristic attached to each that enables one to couple them as members of the same family—as it were.

The cluster-of-grapes idea is peculiarly suitable to the month of October, when grapes are giving the fullest measure of their harvest and one's thoughts turn, naturally, to the rich purple clusters as seen on the vines and in the city markets.

The trio of pieces illustrated here, show but a fraction of the great stock of the Steubenville Pottery Company, samples of which are displayed at the salesroom of their agent, H. Benedikt, 23 Park Place, but it is paying a tribute to the makers to state, modestly, that it is as fine a line of goods of this particular class, as ever was offered the trade.

The following description of each piece illustrated was obtained at the agency.

Jug represents their latest shape, called "Virginia." The ground work is a satin ivory, finished with a splendid reproduction of a bunch

of grapes in natural colors. The handle is of solid gilt, with heavy gold edge line and heavy gold band on the bottom of the jug. The jug itself is a splendid piece of potting, being very thin and light. This shape is made in sizes 24s and 30s. Taking the amount of work on this jug into consideration, the prices are exceedingly reasonable.

The salad dish is one of their latest shapes and is called "Beverly." It has an ivory tinted body, with splendid rose bouquets arranged in panel form. The gold stamp work between the various bouquets is very effective. The ware is very light and compares favorably with imported wares, about half the price.

The plaque shown represents one of many styles which this company has put on the market, and in a splendid variety of patterns. It is 10½ inches in diameter. The border shows illuminated autumn leaves with bunches of grapes artistically arranged between them. The center is a handsome decal picture of which there is a large variety. The price of this plaque is very reasonable. They are having a splendid sale throughout the country.

When a girl boasts that she has a man at her feet we are apt to wonder who threw him there.

The woman who makes her own clothes doesn't have to boast of it. The other women know it without being told.

BRASS GOODS HOLD THEIR OWN

SOMETHING ABOUT THE HISTORY OF THESE WARES—STARTED HUMBLY BUT ARE WINNERS TODAY

THE trade in brassware continues to be good, which means that it is the same as heretofore reported, only that the search for new ideas in shapes continues without abatement. There is, however, very little change in the styles that have reigned so long, except with a variation of decoration.

The sales in jardinières and fern dishes have been very large, which is due to the custom of making homes more cheerful with plants and flowers during the seasons when nature denies them the right to grow outdoors in Mother Earth.

Brass candlesticks in Colonial style, are the popular fancies for mantle decoration, and there are so many designs in lamps and portables as to confuse one in making a selection. No novelties, worth speaking of, have made their appearance of late, so the situation resolves itself down to lines that have been steady sellers since brass goods became a craze.

This thought suggests one fact—that no articles of recent discovery and manufacture—have won popular approval to the extent accorded the dozens of pretty and useful things that are made from brass and copper. It is not more than ten years since brass “pots” attracted the attention of persons who thought they would fit well into the rooms of homes as artistic accessories, and, at the same time, it was discovered that these same brass “pots” could be utilized as well here for cooking purposes as in Russia, where copper enters very largely into the makeup of the kitchen outfit.

The history of hammered brass goods, we are told, dates back to about 1899, when a Russian Hebrew, of the name Weintraub, was discovered to have had in his premises in this city, a collection of brass and copper kettles and pots that came from the land of the Czar, and were believed to have possibilities here as adjuncts to the household. Purchases were made by well-to-do women who had learned of them, and they told someone else who spread the news still farther, until Mr. Weintraub finally discovered that he was the master of a profitable business that had come to him quite unexpectedly.

This opportunity he developed until he became possessor of a large trade. Another of his countrymen, B. Weiner, of 647 Broadway, now a full-fledged manufacturer of brass and copper goods—hammered and spun—began making designs for him, and so the very large trade in these goods was started in New York City.

There are, probably, a dozen concerns engaged in the industry at present and New York continues to have a monopoly. Hammered goods were first introduced and four years ago were followed by the spun article. It was at the latter period that the large department stores began buying and selling these goods and that is a reason, more than any other, why they have obtained such wide popularity and publicity.

It is not strange, however, in this age of desire for things ancient, that brass and copper antiques should be imitated and placed on the market, because among other things discovered were cooking pots known to be two hundred years old. The scope of manufacture is now very broad, but among the vast collection of ideas, the jardinière, fern dish and brass candlestick, appear to keep in the lead as great favorites, and for that reason the little manufacturing circle in which they are built, continue to strain every possible point, in their desire to add new shapes, styles and decoration to them, that the popularity so strongly entrenched, shall not wane, because there's nothing new to offer.

For some reason, not easily explained, the same articles made of copper, have not become as popular as those of brass. Inquiry in the trade has failed to find a solution. One manufacturer, who is also a wholesaler, said: “You make up two pieces, one each of brass and copper, and nine out of ten will choose the brass.” It isn't that one tarnishes more than the other, nor that one cannot be made to look as bright and attractive as the other. It is simply one of those things that resolves itself to a matter of taste, and it must be that most tastes are alike—at least when it comes to a choice between brass and copper hammered and spun goods. But, as previously stated, their popularity is widespread and manufacturers are producing larger quantities day by day.

A novelty that has all the ear-marks of refinement and good taste, is a brass book rack, made by B. Weiner, 647 Broadway. This is a handy piece too, for the library. It consists of four separate sections; the shelf is made of two slides, which when folded, is about fifteen inches long and when extended is two feet long. The two end pieces are six inches high and are set on hinges so as to fold down upon the shelf when desired. The decoration, which is placed upon the end pieces only, consists of a raised Russian eagle made by hand. It is very artistic and sufficiently ornamental to

make the shelf a valuable acquisition to the library. In short the new brass book shelf is a collapsable proposition.

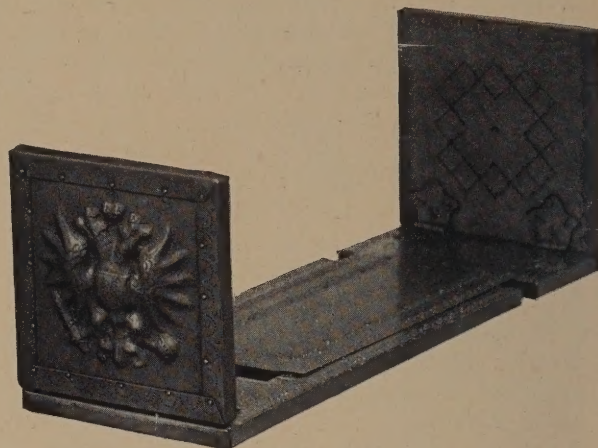
A very finely shaped brass candlestick, built in the Colonial design, is contributed by A.

sustain it. The body lines are very fine, meeting gracefully at the top of the aperture. The makers have been very successful with it.

The George C. Lynch Co., 333 Fourth Avenue, have an attractive large line of plain and repoussé brass and copper goods that include



COLONIAL BRASS CANDLESTICK
FROM A. H. NOTMAN & CO.



BRASS BOOKSHELF FROM B. WEINER

H. Notman & Co., 13-15 West Twenty-fourth Street. Not only is the shape supremely attractive, but its plainness and absolute lack of decoration, has made it a deservedly popular seller. The base, elevated in two swells, balances just right the candle holder and guard that extends all around in beautiful proportions. Note the artistic curve lines described in the slender stem and how they gradually widen from bottom to top. It's no wonder this simple and unassuming little beauty has won its way into public esteem, and is still a leader.

The Turchin Company, 177 Grand Street, makers of brass and copper specialties, show a very fine jardiniere. It is not very large, but is of dignified shape, even to the legs that



BRASS JARDINIERE FROM THE TURCHIN CO.

candlesticks, ferneries, jardinieres, trays and other novelties, as well as bronze electric portable lamps, with ornamental glass shades.

William Durst, Inc., 4-12 Water Street, Brooklyn, invite attention to their assortment of brass and copper goods, among which are candlesticks, with etched shades, smoking sets, desk sets, umbrella stands and other novelties.

BUSINESS BOOMS AGAIN

Notwithstanding flaws here and there the business situation at the opening of the last quarter of the year is accounted by Dun's Review as that of a full return of normal conditions. The Review says:

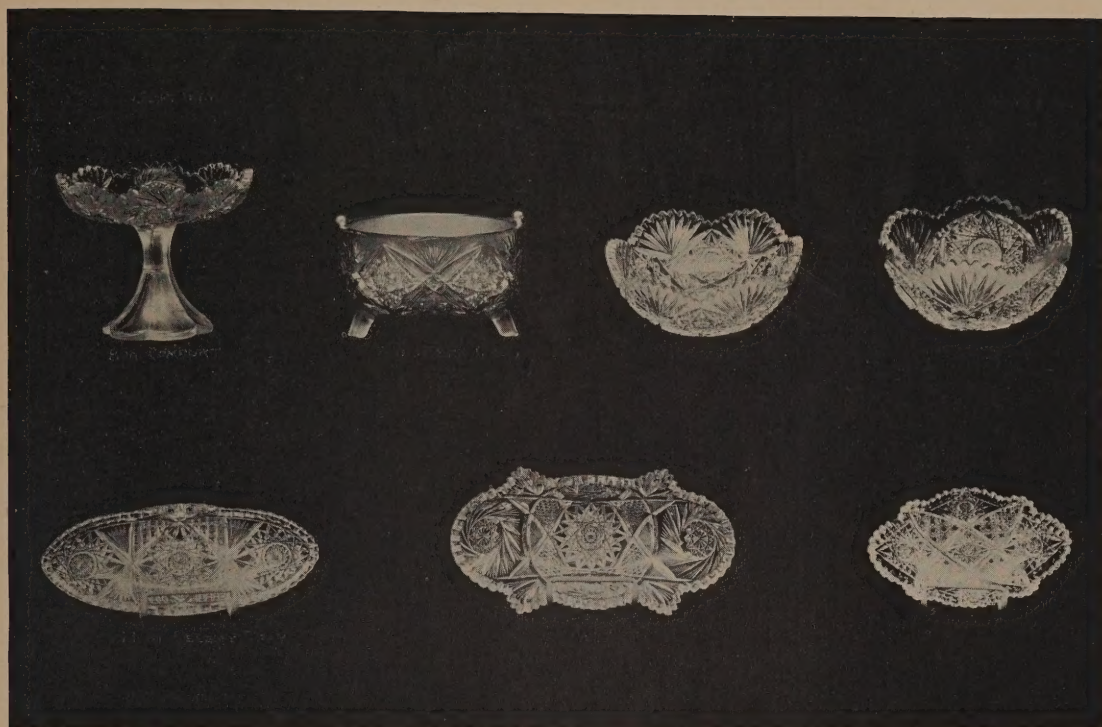
The simple fact is that a most disastrous financial convulsion has been followed by an extraordinarily rapid recovery, testifying to the wonderful recuperative power of the country. That the structure of business is again sound is proved by the statistics of nine months' failures which show liabilities no larger than in the corresponding nine months of 1907 before the panic of that year. The improvement in the failure record has been marked in the last three months.

That the activity of business has expanded

to aggregates that do not suffer materially by comparison with the best average of former years is indicated by the bank exchanges, which in New York during the month of September were 25.0 per cent. larger than in 1908, 2.0 per cent. larger than in 1906, and outside of New York were 15.5 per cent. better than in 1908, and 18.4 per cent. better than in 1906.

The same fact is recorded by the increasing traffic and earnings of the railroads, the latter showing gains of 10.0 per cent. over 1908 for the first three weeks of September and 1.6 per cent. over 1907. All parts of the country have shared more or less in the advance.

Some people never know a good thing when they see it because they seem to think the good thing should recognize them first.



NEW IDEAS IN CUT GLASS TABLE PIECES, FROM THE EYGABROAT-RYON CO.

TRADE GOOD IN TABLE GLASSWARE

FACTORIES ARE WORKING ON FULL AND OVERTIME—SOME NEW SHAPES AND DESIGNS—ALSO IN CANDLESTICKS

IF the glass factories are running on full time and some of them are working overtime, then "there is a reason." It is self evident from this condition that trade, in both the cut and blown glass industries, is getting brisk. The agents of the various concerns in these lines say they are enjoying a good fall trade and even the higher priced lines of cut glass are having demands made on them.

The trade in comports, punch bowls, footed berry dishes, cake servers and nappies, has been brisk, and some very nice orders have been handled by the traveling men. The samples being shown indicate an almost endless variety of shapes and designs—so many, in fact—that it is very difficult to choose from among them. Good prices are being asked and received for all grades of glassware, indicating that the money situation is not of as much vital importance as it has been heretofore, the question being "what is there new that we can use," as buyers say.

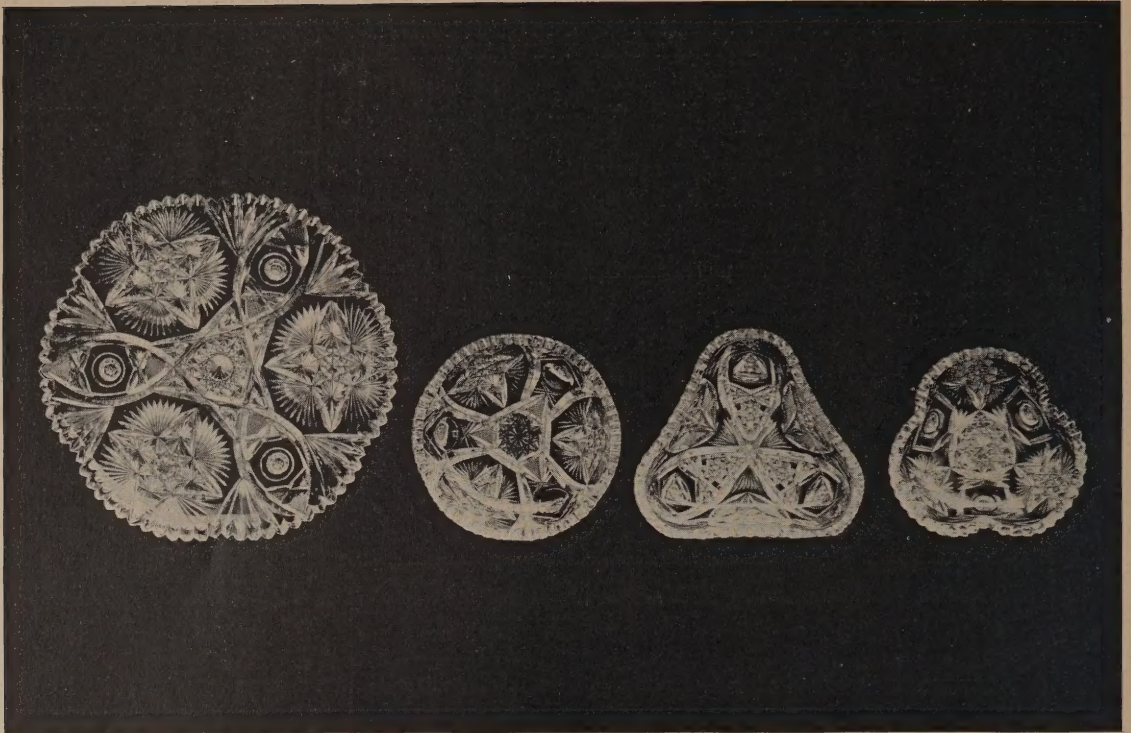
All the nice things in glassware cannot be shown in this limited space, but a few can, so a select lot has been chosen to illustrate what attractive articles are available to lovers of this always rich tableware. The cuts of three artistic pieces—two from the United Glass Company, and one from the Keystone

Cut Glass Company—are presented in connection with this story. The products of these concerns, as well as that of W. Skinner & Son, Hammonton, N. J., manufacturers of cut glass tableware, are handled by Max Herbert, 42 West Broadway, and his show room fairly glitters with the output of these makers. It is a very nice place to visit and one which savors of fine lines, neatly arranged for the convenience of the man who buys. The three specimens that Mr. Herbert regards as something exceptionally catchy, are an ice tub of very rich ornamentation. It is known as "Nep-



CUT GLASS ICE TUB, FROM THE UNITED GLASS CO.

tune" and is six inches in diameter, with tall handles and a finely scalloped upper edge. Another good seller is a seven-footed comport,



ARTISTIC CUT GLASS TABLEWARE PIECES, FROM THE H. C. FRY GLASS CO.

which is called "Togo," because it is a winner, Mr. Herbert declares. A study of its lines and the taste displayed in the cutting, explains why the name of the Japanese Admiral was bestowed. Both the "Neptune" ice tub and "Togo" comport are manufactured by the United Glass Company. The third piece is an eight-inch bowl, called "Lodose." It may be used for flowers, knickknacks, berries, or fruit, and is altogether a piece that would add attractiveness to any well arranged sideboard. The cutting is entirely original.

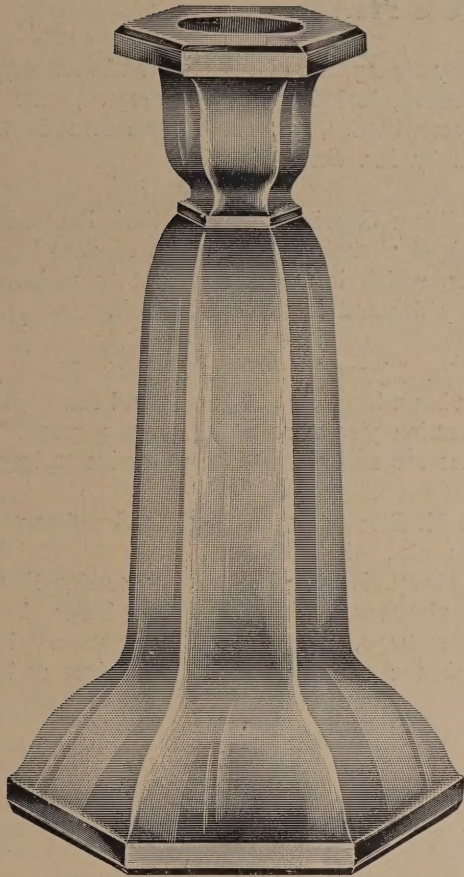
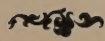
By way of still more variety, the contribution of the Eygabroat-Ryon Co., Inc., of which E. W. Hammond is agent, at 65 West Broadway, includes seven pieces of cut glass. They represent but a few of the specials made by this company, and one of their features is the combination of consistent prices, attractiveness and high quality. The collection pre-

sented in the cut includes an eight-inch comport, an eight-inch fern dish, two eight-inch bowls of different design, an eleven-inch celery tray, a twelve-inch celery tray, and a spoon tray. The designs, shapes and cuttings used in this lot, are new and original and it is needless to say that the trade has taken to them very extensively.

In the blown glass tableware line a most exquisite variety is presented at the salesroom of the Central Glass Works, 66 West Broadway, of which A. P. Doctor is agent. It is an up-to-date line too, and there are so many styles, shapes and decorations to choose from as to make a buyer think twice before ordering. As this is one of the lightest show rooms in the district, the wares on the mirrored tables and shelves present a decidedly bright appearance. The seven styles of tableware shown in the accompanying cut are described



FINELY SHAPED BLOWN TABLE GLASSWARE, FROM THE CENTRAL GLASS CO.



COLONIAL CANDLESTICK
 FROM THE TARENTUM GLASS CO.

as follows: Café parfait, hollow-stem, cut-stem champagne, entirely new; lead blown goblet and deep plate etched, made in full line stemware, water bottles, finger bowl, handled custard, sherbert, decanters, oil bottles, etc.;



CUT GLASS BOWL FROM THE KEYSTONE GLASS CO.

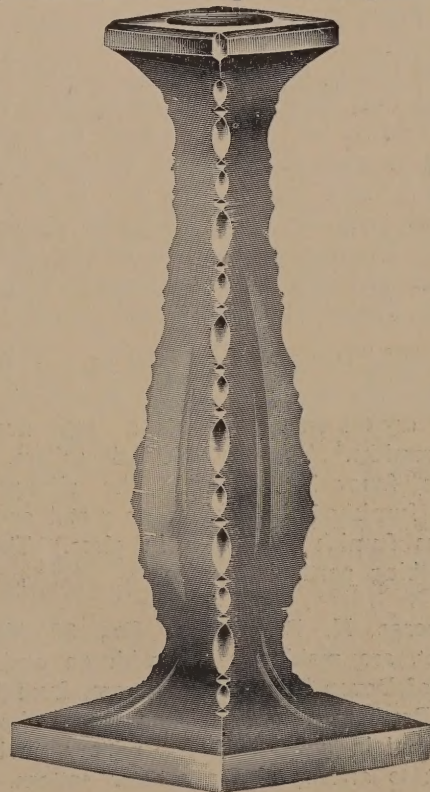
lead blown goblet, cut-stem, made in full line stemware and tumblers (Colonial cutting); lead blown tall champagne, cut-stem—something new in a champagne glass, having a drop in the stem which serves the same purpose as the hollow stem in the regular glasses of this type; lead blown cocktail, deep plate etched; Optic, which is the Central's latest production and is made in a full line, covering all kinds of glassware in use for the table; handled

sidel, cut glass. Among other new goods brought out by the Central, are marmalade dishes, caviar dishes and many other novelties of the highest grade known to the glass trade. At the show room of D. R. Marshall, agent



CUT GLASS COMPORT, FROM THE UNITED GLASS CO.

for the Tarentum Glass Co., at 25 West Broadway, are to be found among other samples of glassware, two very neat and charming styles in glass candlesticks. Their names are Colonial and Electric, and are not only the newest shapes, but are highly artistic and very rapid sellers. They come in five and eight-inch heights.



"ELECTRIC" CANDLESTICK
 FROM THE TARENTUM GLASS CO.

GATHERED IN GOTHAM

OPINIONS differ slightly as to just how business is at the present time—that is to say, each house judges it by a personal experience. If you call on one concern and say, "how's business," the chances are that the reply will be, "Oh, very good," or "Oh, not as good as it should be." Go into another house and ask the same question and the reply will startle you, "Oh, it's booming."

The fact is it all depends on the kind of goods the concern sells. If it's French china, you are told that the new samples have not been placed on sale, so business is not good. If English or German semi porcelains happen to be the line met you are told that business is fine, all of which means that the new shapes and decorations have caught the popular fancy and it's no trouble to make sales. Fancy china and bisque goods, especially those that savor of the holidays, are now making themselves felt and some buying was noticed in making the rounds.

Glassware, well, just now and for a while past, the demand has been very steady in all grades and styles, so that it can be said that this line of trade is holding its own against anything that exists. Most of the houses report their complement of salesmen as being out on the trail and mailing in orders with satisfactory regularity. And there's always new goods to offer buyers.

The Libbey Glass Company, of Toledo, O., whose New York salesroom at 57 Park Place, we reported last month, through an error, as being vacated, is still doing business through W. H. Taylor, agent. The fact is the headquarters will not be vacated until January 1, next. We take pleasure in making the correction, and hope that good business will come to Mr. Taylor while the concern remains.

William H. Lunn & Son, 46 Murray Street, are turning out a large line of intaglio and rock crystal specialties for a large firm of silversmiths. They include salt cellars, puff boxes, fancy bottles, etc. The silversmiths have furnished the designs on metal and the Lunn's furnish duplicates in glass. This is something particularly nice.

George H. Bowman & Co., 39 Murray Street, are making a stir with an exclusive line of Devon English dinnerware, from Johnson Brothers, Hanley. They are semi-porcelains, plain shapes, border pottery, and the latest to arrive; also a chester pattern, with rose border pattern and the same shape, with encrusted gold border pattern. This firm has

a very strong line of deep cut and rock crystal glassware, including vases, toothpick, salts and peppers, bottles, etc. This department is managed by Mr. Ernest Wolf.

William Guerin & Co., 33 Park Place, have received a choice sample line of new French china, which is among the first to arrive. A heavy demand is predicted for it.

John Wygand & Co., 41 Park Place, are showing a large line of bisque and fancy goods, Bohemian glassware and Japanese goods. The prices are so low as to be attractive to buyers.

J. M. Stewart, agent for the Smethport Cut glass Co., of Smethport, Pa., at 66 West Broadway, is showing a very catchy line of cut glassware, which includes berry bowls, celery trays, nappies and stemware. Fruit specimens are engraved on the glass and are faithfully reproduced. This idea is new and the effect is beautiful.

C. B. and J. Warner, 47 Warren Street, are now showing Lehman Brothers' full line of hammered brass goods. There are twenty-five pieces to select from. This agency is of quite recent date.

Bisques, statues and holy water fonts, are prominent articles displayed in a large line of this class goods, on sale at the show room of Nicholas Wapler, 28 Warren Street.

Vogt & Dose, 43 Barclay Street, have an unusual proposition for buyers, that refers to the cost of open stock dinner sets. The whole story appears in this firm's advertisement appearing in the present issue of this magazine.

A call on Paul Joseph, agent for Duncan & Miller, 55 Park Place, will prove interesting to buyers. Mr. Joseph has a stunning line of fine table glassware, from which there is some very choice picking.

Art glass domes, of new and unique pattern, for gas or electric, with fruit and floral decoration, are creating a steady demand at the store of the E. P. Gleason Manufacturing Co., 37 Murray Street. A small black metal lamp for electric or acetylene is another novelty that is taking well.

In going the rounds a few new things in domestic glassware were encountered in the salesroom of D. R. Marshall, 25 West Broadway, who is agent for the Tarentum Glass Co.,



of Tarentum, Pa. They consist of a line of very artistic candlesticks, tumblers in three new Colonial patterns and four new sherbets, all of which have allurements that are capturing the fancy of discerning buyers.



The Guernsey cooking ware of the Guernsey Earthenware Co., Cambridge, Ohio, is selling in larger quantities than ever before and as the cool weather advances and home cooking is again generally performed the high water mark in its consumption is looked for. There is something really appetizing in the appearance and finish of the various items of this ware and stores wherein it is once put on sale are always compelled to reorder within a short time.



George R. Read & Co. have leased for William Waldorf Astor to William G. Plummer & Co., of London and New York, wholesale importers of china, the entire six-story store and loft building 7 East Thirty-fifth Street, between Fifth and Madison Avenues, New York. The lease is for a term of eighteen years.



There have been but few changes among buyers since last month. Mr. Orr, who used to be buyer for a Rochester, N. Y., house, has

joined the forces of Joseph Harne & Co., Pittsburg, as buyer of china, glass, etc., succeeding W. T. Mitchell. Mr. Wright, who bought for W. V. Snyder & Co., Newark, N. J., has secured a similar position with the Van Dyke Furniture Co., Paterson. Robert Yarwood is now buyer at the Snyder store. L. Farrend, formerly assistant buyer for H. Herpolsheimer & Co., Lincoln, Neb., is now buyer, having succeeded J. L. Murray in the china department. Mr. Murray has gone with the Hennessey Mercantile Co., of Butte, Montana. The following glass and crockery buyers have been in town during the past month: E. H. Wade, Wm. Whitney & Co., Albany, N. Y.; W. F. Halliwell, C. T. Sherer Co., Worcester, Mass.; Miss Kehoe, Carl Co., Schenectady, N. Y.; H. Goodman, Litt Bros., Philadelphia; H. H. Jacklin, Rothschild & Co., Chicago; Mr. Averill, lamps, Jordan, Marsh & Co., Boston; Frank R. Martin, Cornell & Hubbard Co., Cleveland; C. T. Smith, Timothy Smith Dry Goods Co., Boston; F. P. Davidson, Davidson Bros., Sioux City, Ia.; A. Kallman, England Bros., Pittsfield, Mass.; M. L. Reichter, Madison, Ga.; C. E. Melick, Elizabeth City, N. C.; A. D. Wilhelm, H. A. Meldrum Co., Buffalo; E. D. Bartholomew, W. Heneger Co., Buffalo; J. E. Elder, Clarksville, Tenn.; W. P. Briggs, Sibley, Lindsay & Curr, Rochester, N. Y.

PERSONAL

J. H. Venon, 45-51 West Fourth Street, returned from his recent business trip October 25, and will sail for Europe November 8.

George C. Thompson, of the Thompson Pottery Company, has been elected president of the Potters' Insurance Company, of East Liverpool, O.

Mr. Wright, formerly buyer for W. V. Snyder & Co., Newark, N. J., has become buyer for the Van Dyke Furniture Co., of Paterson, N. J.

Charles A. Hawkins is to be retained as manager of the Vineland, N. J., Glass Tube Co., which the Kimble Glass Company, of Chicago, recently purchased.

Mr. Orr, formerly a well known buyer for a Rochester, N. Y., house, has hooked up with Joseph Harne & Co., Pittsburg, as buyer of china and glassware.

Cornelius J. Nolan, superintendent of the Libbey Glass Works at Toledo, Ohio, has been confined to St. Vincent's Hospital, that city, suffering with typhoid fever.

Dr. Charles L. Casey, manager of the Cambridge, O., Art Pottery mill, announces that he will oppose the present incumbent for the Congressional nomination next spring.

William P. Graham, of Graham & Zenger, 38 Murray Street, is making a long trip this time, having been heard from as far Northwest as Seattle, Wash. Business is good and no glassware samples broken.

R. S. Keeler and W. S. Williams, who took work in the ceramics department of the Champaign, Ill., academy last year, are now traveling through the East visiting different clay working plants and taking notes and data of the methods of manufacturing clay product. Williams is chemist for the American Terra Cotta and Ceramic company at Chicago, and Keeler is draftsman for the Northwestern Terra Cotta Company, of Chicago. They have secured a leave of absence to make the trip.

THE GERMAN CERAMIC AND FANCY GOODS PURCHASING SYNDICATE

This syndicate, which embraces dealers in porcelain, glass-ware, and fancy goods in all parts of Germany, has its headquarters at Nuremberg, where it is erecting at a cost equaling \$25,000, a larger warehouse and distributing station. It is contemplated to make up combined car-loads for the various points where there are a certain number of members.

PENCILINGS OF POTTERIES

IT isn't the least you say about the potteries, the better, but, the most you say about them, is too much to receive just handling in limited space. This is because the potteries are working so hard that the word "rush" just about explains the situation.

Our editorial on the trade, conveys, fully, an idea of what is doing, and is to be done, and it shows the aspect to be all that is to be desired. There may be a combine at East Liverpool before the year closes and Pittsburg capital, it is stated, will bring it about. This does not mean that all the potteries are to be regarded as agreeable, but a few of them. At any rate such a plan is outlined, and it includes the building of a large and modern plant. Other schemes of the kind have been attempted, heretofore, but they "went up in smoke."

Glengarry, Mich., is among the places that aspire to become a home of pottery, and its citizens are going to have one. The business men have raised the coin. Out in Wellsville, O., the factories are so busy that they are working full time. A new shape is causing one of them to work overtime. All through the Ohio Valley plants are becoming energetic and very shortly all will have started their wheels in motion. Wheeling is busy and all the works in Trenton report a general reaction.

Brighton, O.—Work is being rushed on the new pottery of J. B. Owens, and it is figured to have it in full operation in 90 days, when fifteen kilns will be working. Electricity will be used and 400 horse-power will be used. The plant is to employ 500 men.

Wheeling, W. Va.—A persistent rumor is in circulation here that the Riverside Pottery Company might place in operation their local plants in the very near future, and that the old La Belle factory will be the first to start.

Sebring, O.—Instead of the construction of a new 7-kiln pottery here, an addition measuring 60x250 feet will be built to the plant of the French China Co., which is under the management of E. A. and Oliver Sebring. The buildings will be of brick, and the most recent machinery known to the pottery trade will be installed. It is planned to have the addition completed within three months.

Albuquerque, N. M.—An agency for the celebrated Rookwood pottery has been secured for this city. It is being shown at the jewelry store of S. Vann & Son.

Glengarry, Mich.—This town is to have a pottery, for which the business men there have raised a bonus of \$33,000. The pottery will be made from raw material taken from the banks of the Manistee river, where the supply is said to be almost unlimited. The company comes from southern Ohio, and gives a bond to employ 200 men ten months in every year for a period of ten years.

Big Rapids, Mich.—The reports that B. J. Owens contemplated building a pottery here, as the result of the citizens raising \$45,000, as an inducement, has not materialized up to the present time. If the Owens plan fails, then the money will remain up to induce some one else to locate.

Toledo, O.—The Buckeye Clay Pot. Co. has about concluded the purchase of two and a half acres of land a mile north of the plant of the Libbey Glass Co., Toledo, Ohio, upon which a new glass pot plant will be erected. The company was recently incorporated, with a capital stock of \$100,000, and is headed by M. J. Owens, of glass bottle machine fame, and other glass manufacturers. It is said that the company has a secret process for making glass pots that will give the articles a greater fire resistance.

Grafton, W. Va.—The Grafton Pottery Company, a new corporation, capitalized at \$50,000, will manufacture all kinds of pottery and stoneware. The plant will also produce silica brick for the lining of glass furnaces and also glass melting pots, a great many of which are used by the different glass factories in this vicinity. A site for the new pottery has been secured. C. M. Rale, of Clarksburg, is the promoter of the plant.

Baltimore, Md.—Mr. W. H. Tantom, of Broadway, Va., who is contemplating the establishment of a manufacturing plant has been looking over the ground and the outlook is very favorable for a deal.

East Palestine, O.—The Ohio China Co. has installed some new machinery in its clay department, thereby increasing the capacity of the plant. The firm is doing the largest business in its history, its trade in the west being exceptionally strong.

Monmouth, Ill.—Plants 1 and 2 of the Western Stoneware Company are to be improved by the addition of electricity as motive power. Electricity is to replace the old system of steam and it is believed that the change will prove a big advantage to the concern.

Nashville, Tenn.—An addition will be made to the Harley Pottery Company's plant. A permit has been issued for such work, the improvements contemplated to cost \$1,500.

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Trenton, N. J.—The Elite Pottery Company, which has been named as defendant in a patent infringement suit brought by the Trenton Potteries Company and the Potteries Selling Company, has entered an appearance in this suit in the United States Circuit Court through its counsel, John P. Croasdale, of Philadelphia. The defendant company will file an answer to the bill of complaint on November 1.

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Niles, O.—The Bradshaw pottery, which has been in the hands of a receiver since spring, has been sold by receiver Thomas.

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East Liverpool, O.—The Homer-Laughlin China Co. has added 32 kilns to its capacity and this more than totals the number of kilns that have gone out of business since 1907. But the Laughlin interests now operates 64 kilns. Potteries that have gone out of business have been independent concerns and had to paddle their own canoes. With a capacity of 64 kilns, one firm is enabled to take care of an enormous trade.

John Patterson, general manager of the plant of the Wellsville (O.) China Co., has left for Florida, where he will remain for several months in an effort to improve his health. President Monroe Patterson, of the

same company, will return soon from a trip abroad.

Brushing and dipping and stamping machines—three in one—will soon be established in four potteries in the district thus reducing the amount of labor necessary to produce ware in those present departments. The cost of labor will also be greatly increased. Ware can also be handled more speedily, thus the output of a plant is greatly increased by such inventions. The order for the four machines has been placed and they will be installed within a month.

Changes which have been announced in the organization of the Knowles, Taylor & Knowles Pottery Co. were the surprise of the western pottery trade, although rumors of probable changes in the official family of the company had been heard for a fortnight or more. Edwin M. Knowles, president of the Potters' Supply Co., and president of the Edwin M. Knowles China Co., of Chester, W. Va., and who is also interested in other pottery ventures in this district, has become treasurer of the Knowles, Taylor & Knowles company in connection with holding the office of vice president of the same company. Mr. Knowles has said that he will take an active part in the management of the company hereafter. The retirement of Secretary-Treasurer and General Manager Joseph G. Lee from the Knowles, Taylor & Knowles takes from the active pottery life of the city one of the best known manufacturers in the West.

DEATH OF KENNETH R. BRYCE

On the morning of October 11th, the body of Kenneth R. Bryce, son of A. H. Bryce, of the Bryce Brothers Company, glass manufacturers, Mt. Pleasant, Pa., was found in the company's factory, with a bullet wound in his head. It is said that a revolver lay on the ground near the body.

The young man and his wife were paying the elder Bryce a visit at his home and on Sunday morning he left the house for a walk. When he failed to return an unsuccessful search was instituted, but not until Monday morning was the body found, and then by an employee. Young Mr. Bryce traveled for his father's firm and was popular with the trade and a wide circle of friends. His accounts were straight and he was devoted to his father and wife, whom he married two years ago. He had even planned a carriage ride for Sunday afternoon. As the revolver found did not belong to young Bryce the shooting is surrounded by mystery, and color is given the

theory that he may have been murdered. If not, then the only intelligent construction to place on the happening is, that it was an accident, because deceased had everything in the world to live for and no troubles.

AN OLD FIRM CHANGES NAME

J. Pouyat Company is the name of a newly incorporated business concern in this City. It is practically the old firm of Paroutaud & Watson, importer of chinaware, etc., 37 Murray Street, only that Mr. Paroutaud is no longer active. Aside from this everything will remain the same, even to the working forces. The new company will continue the well-established business as heretofore and offer the same high class line of wares; in fact the new samples just received, reference to which is made in their ad on another page, are more attractive, if possible, than have been offered in the past; that, at least, is the opinion of those who have visited the store.

GLIMPSES OF GLASS HOUSES

THERE has been a grand awakening in the glass industry within the past month, and that means the re-opening of plants to their full limit and the re-employing of many men. Wherever we hear reports concerning this trade, they are of the rosy, encouraging kind that jibe so well with other reports of reviving trade and the sudden boom in the transportation industry.

At many factories the work of getting out new samples is adding to the busy hours, and it is noted that among these new goods are some very choice articles of tableware, same having reached the city agencies for show purposes. Aside from tableware and fancy articles, glass interests in all the other lines, including art glass, are making rapid strides. Glassware not only wins the feminine fancy, but it is a coincidence that womankind is entering the mercantile field, and the names of a few are mentioned as incorporators of a newly organized company. The fact that hundreds of glass operatives have been re-employed, is a reason in itself for rejoicing, so, taking the situation as it now exists, the glass trade has every reason to be content that a term of business prosperity is theirs.

Chicago, Ill.—The Ira Jones Co., 38 Lake Street, who represent the Jefferson Glass Co., the Seneca Glass Co., Gill & Co., the Pope-Gosser China Co., and the Salo Art-Metal Co., of Binghamton, N. Y., report very favorably regarding the outlook for fall business and have booked a goodly number of orders for the factories represented by them. A fine sample line for all these concerns is shown at their salesroom, 38 Lake Street. They have just received some fine new things in the famous Chippendale Colonial glassware, manufactured by the Jefferson Glass Co., also some most attractive new decorations on the Pope-Gosser China Dinnerware.

Morgantown, W. Va.—George W. Fry, who for several years was president and manager of the Economy Tumbler Co., at Morgantown, W. Va., has left that concern, his activities now being devoted to the interests of the Beaver Valley Glass Co., at Rochester, Pa. It will be remembered that the Rochester factory a few months ago swung into the open shop column, and now that George Washington Fry has come into control the prospects of again unionizing the factory are rather remote.

Elmira, N. Y.—The Enterprise Cut Glass Company on College avenue is rushed with

orders at the present time and the plant is running at its full capacity. The other manufacturing plants are also running on full time.

Owego, N. Y.—The Owego Cut Glass Company has begun active work getting out their samples for introducing their goods to the trade.

A dispatch from Greensburg, Pa., is to the effect that stockholders of the defunct Stahl Glass Co. have received notice from the Larkin Company of Buffalo, N. Y., which sometime ago acquired the bankrupt property, to the effect that they would be given shares in the new concern, to be known as the Greensburg Glass Co., which company is soon to engage in the manufacture of bottles.

New Westminster, B. C.—A report from New Westminster, British Columbia, is to the effect that the Crystal Glass Company's plant at that place has been purchased by J. S. Colton-Fox, a wealthy Englishman, who proposes to again place it in operation. Originally this factory was engaged in the production of bottles, but the venture proved disastrous to its originators before it had been in operation a whole year.

Rochester, Pa.—The H. C. Fry Company has had extensive repairs made to one of its regenerative furnaces.

Pittsburgh, Pa.—The United States Glass Company has contracted for considerable work to be done in the way of repairs to its large plant.

Columbus, O.—There is, at least, one glass concern in this country in which fair woman will hold the reins of power. It is the Rossbach Art Glass Company, incorporated here this month, with a capital of \$30,000. The incorporators are A. H. Rossbach, Meta Rossbach, Joseph Aschenbremer, Betty Aschenbremer and Pauline Ludwig. The new company will take over the business which was formerly conducted by A. H. Rossbach, and will produce all kinds of art and ornamental glass.

Woodbury, N. J.—Word comes from this place, as well as Millville, Glassboro, Bridgeton, that the large glass plants which have been working on part time, have fired up their furnaces and are turning out material at a great rate. At one plant in Millville, which was shut down since June, one hundred men have resumed operations.

POTTERY AND GLASS

with which is combined

GLASS AND POTTERY WORLD

"THE GREEN BOOK"

A Monthly Magazine Devoted to the Interests of the Pottery, Glass, Lamp, Art Metal and Allied Industries

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POTTERY AND GLASS TRADE HOLDS BRIGHT PROMISE FOR THE FUTURE

LOOKING back into the past and reflecting over what business has been, and following the trend of affairs up to the present time, one cannot conceive of anything more encouraging than the conditions as they exist at the present time. The consensus of opinion favoring not only a steady revival, but a promise of unusual prosperity for a long period hence.

From the great pottery centers of this country, and the glass sections, as well, are heard nothing but optimistic expressions and these are backed by actual reports that tell of works reopening, men returning to work, new works starting and orders that, in some instances, are crowding the factories to their utmost capacity. This is not buncombe, but the news is heralded from the actual scenes of operations. Take East Liverpool, O., for example; of the thirty or more potteries there most of them are crowded with orders and the others are gradually working up to that enviable position. It is even predicted that the business for this year will be greater than in 1907, which was the banner year for the American pottery industry,

and there are not as many kilns in operation now as then. This is explained by the fact that several concerns have gone out of business since 1907; others, at the same time, have added new kilns to their plants. In a few weeks the United States Potter's Association will hold its annual convention at Washington, D. C., when some very encouraging reports, no doubt, will be made.

The situation at Wheeling, W. Va., is rosy also, and in a very short time all the plants, it is said, will be in full operation, all of which is cheering to the old town, which has seen so much of idleness for the past two years. Even Baltimore is likely to become a pottery center, as a large company is now thinking of locating there.

From the window glass regions of Pennsylvania and New Jersey, nothing but good news is heard. In these districts there are now about sixteen hundred pots in operation. Idle plants at Bridgeton, Glassboro and Woodbury, N. J., have renewed operations this month. This is the most active buying season for window glass and prices have been well maintained. It may be noted that since the big shut-down in June, a great deal of repair work has been done in the glass factories, in anticipation of the business revival that is taking place, and this refers to the table and artistic glassware trade as well.

Trenton shares the prosperity boom and this month finds all the plants holding their own. Some are doing more than others, but the conditions all through are normal.

The city agencies of all the concerns referred to say the pottery and glass trade is good and so much better than at this time last year, that there can be no comparison. As to the imported pottery from England, France and Germany, it may be said that an impetus has been given trade through the sphere of new and "classy" patterns and decoration in dinnerware. The ideas referred to are something entirely new and buyers have purchased large quantities, both at the agencies and from traveling representatives.

Added proof of the assertions made, as coming from authentic sources, is borne out by a report on business conditions taken from R. G. Dun's Review, for the first week in October. It says: "From every large business center throughout the country come reports of progressive improvement in trade. In most instances the reports are more than satisfactory; they speak of a present and prospective increase in activity that is indicative of a return to even more than normal conditions. In some cases the volume of trade is described as equal to, or in excess of, previous records. In the iron and steel trade full productive capacity appears to have been approached, and the outlook for 1910 is so bright that it is impossible to give

an account of it that does not seem to break through the bounds of conservative utterance. In the dry goods trade, in spite of high prices for raw products, the reports are of a notable widening of activity. Even the very poor report of the cotton crop has not detracted materially from the optimistic feeling, for the money value of the crop will, in spite of reduced yield, keep the South in a fairly prosperous condition. Railroad earnings during September were remarkable, aggregating 10.3 per cent. in excess of 1908 and 5.2 per cent. in excess of 1907, when comparison is made with ante-panic conditions. On one of the largest of the trunk lines every car is now in use, a striking contrast with its surplus of idle cars a few months ago. Bank clearings show extraordinary gains of 51.1 per cent. over 1908 and 24.8 per cent. over 1906 in New York, and of 24.1 per cent. and 22.6 per cent., respectively, outside of New York. The hardening of money rates is a natural consequence of the widening of industrial, mercantile and financial operations. The foreign trade is unfavorable in so far as it shows a larger movement of imports than of exports, but even this development is proof of the ability and willingness of the people to spend money. The latest week's statistics of New York show imports of \$17,916,518 against \$14,367,675 in 1908, and \$13,862,666 in 1907; and exports of \$11,887,437 against \$11,535,074 in 1908, and \$16,347,355 in 1907.

While it is all true that the business outlook is very bright, the following will be of interest to the trade this magazine represents, as showing what deficiency in manufactures will have to be made up to overcome the losses of the past. It is embodied in a report on the statistics of the clay working industries in 1908 issued by the United States Geological Survey as one of its "mineral resources" series. The part of this report devoted to the pottery industry shows that in 1908 the value of the pottery products of the country was \$25,135,555, a decrease of \$5,007,919, or 16.61 per cent. from 1907. Domestic wares supplied 72.54 per cent. of the entire consumption of the country, the highest proportion ever reached except in 1902.

The commonest grade of pottery—red earthenware (flower pots)—was reported from thirty States, the total value of this ware being \$757,900, which was \$87,565 less than the value for 1907. The variety showing the greatest loss was the general white ware, comprising table and toilet ware. This class of ware decreased from \$13,913,680 in 1907 to \$11,474,147 in 1908, a loss of 17.53 per cent.

Of the two leading pottery centers of the country—Trenton, N. J., and East Liverpool, Ohio—the former reported wares valued at \$5,649,472 and the latter \$4,050,384.

The imports of pottery showed even a greater proportionate decrease in value from the 1907 figures, the loss being \$3,062,821, or 22.54 per cent. Of this decrease \$3,019,973, or over 98 per cent., was in general or white ware.

The exports of American pottery were valued at \$983,760 in 1908. Of this total \$906,286, or 92.12 per cent., was in earthenware and stoneware, and \$77,494, or 7.88 per cent., in high grade ware.

METROPOLITAN MUSEUM EXHIBIT

A feature connected with the Hudson-Fulton celebration that appealed to lovers of art, was the exhibition of American Decorative Arts, including pottery and glass, that was thrown open to the public at the Metropolitan Museum of Art in this city. The exhibit is one of the most exclusive and valuable in the world, as may be believed, when the names of the following gentlemen are given as members of the committee on art exhibits. Robert W. De Forest, chairman; J. Pierpont Morgan, Sir C. Purdon Clarke, George A. Hearn, George F. Kuntz, Edward Robinson and H. W. Kent, secretary. The museum was made one of the prominent points of interest to strangers visiting Manhattan, and it proved to be one of the most attractive, as well, those including it in their sight-seeing rounds, taking advantage of the opportunity to view the great works of art, that they knew of only through reading about them.

A NEW USE FOR CUT GLASS

Not so much a new use as a new form, for this newest addition to the cut glass family is intended for milady's dressing table, and is to hold her gloves.

It is not specially new in pattern—simply one of the daintier cuttings—and the box is a size long enough only for short gloves. It is quite deep, however, and will hold many pairs. It is just a good-sized glass box, with a lid which may be lifted on or off at will.

There are other cut glass toilet table accessories, too, for the woman who loves this sparkling crystal. There are the little ring holders, for instance; these are very dainty. Puff boxes we are all acquainted with—and how pretty they do look on a snowy linen scarf and surrounded by the exquisite silver or gold knick-knacks dear to every feminine heart!

Jewel boxes there are, too, of this scintillating stuff, and they glisten almost as brightly as the gems they hold. And there are trays and little bowls of all sizes.

PRACTICAL SCIENCE DEPARTMENT

Edited by PROF. CHARLES F. BINNS, Alfred, N. Y.

TIMELY TECHNICAL TOPICS

The growing importance of our "Answers to Correspondents" is very gratifying. There is, probably, no industry in which technical problems are more persistent than in that of clay-working, and we have a strong desire that this paper shall be the best medium for discussing them.



Above all it is gratifying that in very many cases we have been the means of pointing out how difficulties may be solved. We do not lose sight of the fact that most of the questions are confidential, at least in part, and we are therefore unable to publish full details.



There are in our possession many letters of thanks for the help rendered. We have also some which state that the proposed remedy has succeeded only partially if at all. This is, of course, but natural as we are not infallible, and, moreover, it is not possible for remedial measures to be carried out under our own supervision.



We make these statements in order to lead up to a proposition. We have spoken before of the need for some kind of co-operative exchange of information, and we would again suggest that steps be taken for holding, in some important center, a potters' institute. This has been done with great benefit in other industries, but in none does the plan offer greater advantages than in pottery.



In order that the movement should be effectively begun it would be necessary that two or three leading men in the selected center get together and ascertain the feeling of the local managers and foremen. A strong and active committee should be formed and a tentative program arranged. It would not be difficult to secure two or three representative men who would take up certain subjects and discourse upon them. The local men should be encouraged to state their difficulties and to gather samples of defective wares.



Samples also of typical wares made in various localities, foreign and domestic, should be gathered and the methods adopted in the manufacture of these wares discussed. In this way three or four evening sessions could be arranged with, perhaps, one or two afternoon conferences, in which a small company could be gathered together. It would, of course, be necessary to provide for the expense of in-

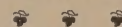
structors, but this need not be a formidable matter, at any rate in proportion to the magnitude of the interests involved.



In order that this suggestion might be carried out in an effective manner it would be necessary that the practical men should be ready to make breaches in the wall of secrecy which is deemed so important. It is a welcome fact that this wall is already being attacked in many places. This is noticeable in the letters which we are continually receiving. A few years ago to obtain a recipe from a potter was like drawing teeth, but now this information almost always accompanies a request.



As a matter of fact the things which men wish to keep secret are of very little importance as compared to those upon which ideas may be freely exchanged. The difficulties under which manufacturing potters labor are, for the most part, general in their nature. Every man who deals upon a large scale with clay, glaze, color and fire must, in the nature of the case, experience the same troubles as his neighbor and it is in the interest of the whole fraternity that these troubles should be abolished or at least reduced.



NOTES FROM THE FOREIGN JOURNALS

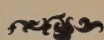
A porcelain manufacturer, writing to the *Sprechsaal* asks the following question:

"In our flat ware the glaze lies more thinly on the edges than on the remainder of the surface, the edges, moreover, display small bubbles. What is the remedy and what causes rough edges on porcelain?" Some of the answers given suggest that the roughness is due to sulphate salts which may possibly be derived from the molds.

We do not think that sulphates are usually responsible for rough edges. The sulphate troubles are more generally found on flat surfaces. Rather is the trouble caused by a deficiency of alumina in the glaze. The glaze is too fluid and has run away from the sharp places.

Another correspondent of the same journal asks, "In what does the firing of earthenware differ from that of porcelain? How should an earthenware kiln be fired in biscuit and glost? Is earthenware, wrongly fired, liable to the same defects as porcelain?"

It must be borne in mind that to the German potter "earthenware" means what Ameri-



can potters understand as porcelain and "porcelain" means the hard translucent porcelain of Europe.

In the replies received it is pointed out that the chief difference between the firing of earthenware and the firing of porcelain is that in the former the biscuit fire is at a higher temperature than the glost and in the latter the reverse is the case. As a pure white color is necessary in earthenware, the last hours of the biscuit fire should be with an oxydizing flame. Both body and glaze should be free from sulphate salts. It is also remarked that less defective ware is usually produced in the firing of earthenware than in that of porcelain.

ANSWERS TO CORRESPONDENTS

QUESTION 46 (THIRD ANSWER)

The use of barium chloride in the blunger has not accomplished the desired cure. It will be necessary then to treat the water before using it. If to a large quantity of the water there be added barium chloride in the proportion already given (one ounce of the barium to forty gallons of water, a white, cloudy precipitate will be seen to form. This is barium sulphate and by this the sulphur trioxide is entrapped. If this precipitate be allowed to settle the clear water can be used without harm. To accomplish this upon a large scale two tanks must be provided, each of which will contain enough for a day's supply. The contents of one tank can then be settling while the water in the other is being used.

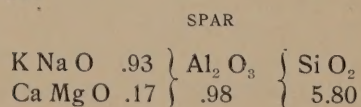
We have examined the sample of ball-clay you send and find that it contains about one per cent. of sulphur trioxide. This is rather high, but not excessive. We still think that the trouble lies in the water.

QUESTION 56 (SECOND ANSWER)

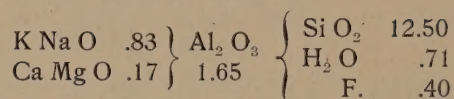
The following are the analyses of the spar and Cornwall Stone referred to:

	SPAR	CORNWALL STONE
Silica	65.3	73.4
Alumina	18.7	16.5
Potash	13.4	7.6
Sona	2.0	trace
Flourine	—	.7
Lime	.4	.5
Magnesia	.2	.3
Water and loss ...	—	1.2
	100.0	100.2

The formulae of these materials work out as follows:



CORNWALL STONE



The replacement will, of course, depend upon the mix, but, speaking broadly, 200 lbs. of the stone will be equal to 100 lbs. of spar, 35 of china clay, and 65 of flint. If, therefore, you wish to omit spar you must also omit the proportionate amounts of china clay and flint before you can make room for the stone.

(This correspondent has sent us his recipe direct and we have revised it for him, but we cannot, of course, publish the figures.)

QUESTION 58

I send you a sample of a piece of pottery covered with a matt glaze. The glaze shows a white scum and I would like to know the cause.

The cause of the scum is sulphate of lime in the water used. The remedy given in the answer to question 46 is applicable in this case also.

QUESTION 59

We have acquired a recipe for a porcelain body and glaze and would like to have your opinion as to whether it will prove satisfactory for insulators.

The recipe sent is one published by the Editor some time ago. (We are wondering whether someone sold it to our correspondent as original.) It was composed for fancy wares, and if we were making up a mix for insulators we should pay more attention to strength and less to color.

QUESTION 60

I have read most of your technical matter in POTTERY AND GLASS and am anxious to get more. Will you tell me where I can get a copy of "Ceramic Technology?"

The book was written by the Editor many years ago and much has been learned since then. It is published by the London Pottery Gazette. We are glad to know that our work is of assistance to you.

QUESTION 61

Do you know where bauxite bricks are made and for what kind of furnaces they are used? Are they better than magnesite brick?

Bauxite brick are made in St. Louis by the La Clede-Christy Co. They are hardly as refractory as magnesite brick because of the extreme difficulty of procuring bauxite free from iron. Both kinds of brick are used in furnaces where slag or lime fluid would attack a brick containing silica.

QUESTION 49 AND THE ANSWER GIVEN

The correspondent who put this question now writes, "The trouble we were having with cracking has practically ceased. The change made in the body seems to have overcome it." This is good news.

FELDSPAR AND QUARTZ FOR WHITE ENAMEL

The feldspar for white enamel should be used in a very finely ground condition, while the quartz, which promotes the shrinking of the enamel, should be ground as coarse as possible; more particularly for enamel used as a foundation.

For high-grade enamels, it is advisable to purchase the feldspar in lumps to heat it, and grind it on the factory's own ball-mills. The raw materials should be mixed in small portions (about 330 pounds) and as thoroughly as possible. This point is not always treated with due attention. It is well known, for instance, that blue enamel (colored with cobalt oxide) assumes a much deeper tint through the continued mixing of the raw materials. The duration of the latter thus exercises a distinct influence upon the tint, apart from the proportion of cobalt oxide, which usually amounts to $1\frac{1}{2}$ per cent.

The mixed crude enamel now reaches the melting kiln. As fast as it melts, it assumes the form of two layers; the upper one being of lighter specific gravity (borax and alkali), and the lower one heavier. When the melting enamel is not sufficiently stirred, compositions of varying analysis and character are produced. However well known this fact may be, there is a frequent lack of either care on the part of the workmen, or of proper supervision.

Finally the enamel reaches the mill, where there is again a risk of materially diminishing its value by carelessness or forced operation. In consequence of the large production of many factories, the necessity exists of working up the enamel immediately after grinding. And yet nothing is more prejudicial to the beauty and value of an enamel, than the immediate use of freshly ground material. The longer made (within certain limits), and the more carefully purified, an enamel is, the more effective and flexible it will be and the better will be its covering properties. Some enamel works only use enamel which after the grinding and washing has "rested" a fortnight in their own scrupulously clean wooden vats. While such a long interval may not be strictly necessary, three or four days delay after grinding is recommended, particularly for white enamel. Thus the conclusion may be drawn, that to produce a good enamel, first class raw materials must be carefully mixed in the right proportions; the compound being then melted and ground with care, and allowed to rest for several days before use.

While clay does not occupy in the manufacture of enamel, the same important position as in other sections of the ceramic industry, it is an indispensable addition in grinding. Wet enameling without the addition of clay is simply

impracticable. It is of interest to note that the proportion of the alumina in a modern white enamel may vary from 10 to 18 per cent.

For a white enamel the following composition may be assumed:

	kilos
Borax	62
Oxide of Tin	5
Feldspar	60
Kryolith	20
Calcined Soda	4
Saltpeter	3
White Clay	2.5
Burnt Magnesia	0.2
Fluorspar	0.1

Total kilos 156.8

(One kilo equals about 2.2 pounds.)

To 100 kilos of melted enamel there are added on the wet mill:

	kilos
White washed enameling clay....	7
Oxide of tin	7
Burnt Magnesia	0.3

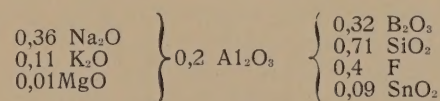
The loss sustained by a white enamel in the crucible kiln is usually from 13 to 20 per cent., in the case given it is 19 per cent; being principally composed of the loss of the crystal water of the borax (47.2 per cent), the loss in heating of the soda, of the saltpeter and partly of fluorspar. The last named loss, when it occurs, does not affect the appearance of the enamel, nor does the escape of the fluorine prove disagreeable. After the enamel has been melted, it reaches the wet mill with the addition of:

	Per Cent.
Oxide of Tin.....	7
White washed enameling clay	7
Mg O.	0.3

The analysis of the finished enamel after burning was as follows:

B ₂ O ₃	16,13%
Al ₂ O ₃	14,25%
Na ₂ O	15,88%
K ₂ O	7,37%
CaO	0,05%
SiO ₂	31,31%
SnO ₂	9,78%
MgO	0,5 %
F	5,17%

A soft and easily fusible enamel was also chosen, with the following molecular formula:



The aggregate quantity of Al₂O₃ was found to be 14.25 per cent; composed as follows:

3.45%	from the Kryolith.
7.70%	from the Feldspar.
3.10%	from the Clay added in grinding.

14.25% Total of Al₂O₃

In the form of an addition to the wet ground enamel, the use of clay is simply indispensable.

Otherwise, the process of "enameling" or "application of the enamel" would be impracticable; the finely ground enamel would sink to the bottom of the tub. The clay keeps the particles of enamel floating; thereby ensuring the creamy consistency of the compound.

How far this results from the colloidal properties of clay, remains still to be investigated. As the clay often adds 10 per cent. to the whole finished enamel, its importance is self evident. Manufacturers can consequently well afford to use the best grades of clay. Moreover, the addition of clay affords a simple method of adjusting at the last moment the melting point of an enamel to the temperature of any given kiln. The more clay is added, the higher does the melting point of the enamel rise. For cheaper enamels, particularly for the so-called "first coating," the addition of clay may be increased to 15 per cent; the enamel, through the greater hardness, losing in brightness, but gaining in capacity. The latter result is, up to a certain degree, a special effect of the addition of clay.

By the use of the right clay the elasticity and resisting properties of enamel can be increased. The clay must not be too rich, must be free from oxide of iron and carbonate of lime; the use of kaolin being inadvisable, or only allowable with particular caution. The absence of Ca CO_3 is of special importance. The heating of the clay before use would deprive it of indispensable qualities.

For judging clay to be used for this purpose, it is necessary to know by rational mechanical analysis, its percentage of clayey substance, of undecomposed feldspar and of quartz. It is likewise of importance to know the property of the clay to shrink at the temperature for firing enamel (850-950 C). The most favorable composition of clay for enamel is about 51-55 per cent. Si O_2 ; 31-34 per cent. $\text{Al}_2 \text{ O}_3$; with less than 1 per cent. oxide of iron, and free from Ca Co_3 .

Before being added, the clay should be soaked for several days in clean wooden tubs, and frequently stirred; being thus rendered sufficiently fine. The quantities necessary are then boiled for some time in water; this or other methods being employed to expel any impurities, whether organic or inorganic.

For colored enamels, the use of yellow or black clays is recommended; the oxide of iron in them not being unfavorable to the color and quality of the enamel, while the lower price of the clay facilitates economy in manufacture.

From the rolling stone's point of view moss may not be a desirable asset.

There are almost as many different brands of reform as there are of religion.

DEATHS

Mrs. Winifred Patterson, aged 73, mother of the owners and operators of the Pioneer Pottery Company, of Wellsville, O., is dead. Mrs. Patterson established the pottery her sons now own and she operated it until they were old enough to manage the business for themselves.

Harry B. Smith, a wealthy and prominent representative of the glass industry in Pennsylvania, a millionaire and leading citizen of Hartford City, Ind., died recently at a hotel in Fort Wayne, after a very sudden attack of illness.

George B. Fry, a traveling salesman for a pottery company of Sebring, died recently at the Hotel Keplinger, Pittsburg, after a short and sudden attack of acute indigestion.

WOOD HAS A SUBSTITUTE

Wood has held an important place in the mechanical arts, but it has been necessary to find substitutes in metal, stone, brick, concrete and fibrous pulp board, and the last named has for some years been applied to numerous uses, but not largely as substitute for common lumber. A new variety known as corrugated fibre-board is now being applied to a great variety of uses, for which it is far superior to wood or metal. Its advantages for the manufacture of boxes, utilized for the transportation of all kinds of commodities, are recognized by many leading shippers, by whom it is pronounced the best possible material for medium-sized freight or express boxes, having a maximum of strength and rigidity with a minimum of weight. It is safe to say that ten per cent. more package freight could be taken over the railroads if goods were enclosed in corrugated fibre boxes, thus avoiding much annoyance of freight congestion, car shortage, etc. On account of its non-conducting qualities, corrugated fibre-board is very valuable as a building material for refrigerators of all kinds.

The Hinde & Dauch Paper Company, Sandusky, O., have invented and developed machinery for the production of corrugated fibre-board and its manufacture into packages. At great expense they have built mills and factories in various parts of the country, and are maintaining sales offices in all the larger cities. This is a movement of more than average interest. The immense increase of building activities, the almost incalculable demands for crates, boxes, cartons, and other wooden packing contrivances, the increased cost and decreasing supply of choice lumber, and alarming losses in material and value by fire, make the production of a strong substitute—made from new and hitherto waste material—a mat-

ter of great interest to the people. The company issues a descriptive booklet of their line, which is profusely illustrated and tells the full story.

SALESMEN ON THEIR TRAVELS

The Andrew H. Hoag Co., 46 West Broadway, has two salesmen on the circuit. They are P. Le Berthon, who covers Philadelphia, Baltimore, Washington and Manhattan, and Fred. A. Hess, who travels New York State, Pittsburg and the middle West.

Arthur Harrison is selling the Consolidated Lamp and Glass Company's line in Philadelphia, part of Pennsylvania and the South. R. W. Fiske is doing New York State and New England.

F. H. Gallagher is handling the cut glass lines of Max Herbert, 42 West Broadway, in the middle West to Denver.

E. Boote, 46 West Broadway, has H. L. Seixes traveling East and West, G. A. McVickar, South, and George E. Marsh through New England.

A. H. Notman & Co., 13-15 West Twenty-fourth Street, is represented as follows: F. S. Brown, middle West; C. Dick, Chicago to Pacific Coast; A. H. Notman, Eastern district and Salmon & Co. at Los Angeles, Cal.

Plume & Atwood, 279 Broadway, are well represented. John J. Wrenn is covering Pennsylvania and Ohio, R. R. Grinnell, New York, Canada and New England; H. F. Carrigan, Milwaukee and St. Louis; Guy M. Chase, the Northwest; Richard Ratto, Michigan, Indiana and Illinois, and George A. Boomer, the Pacific Coast. Mr. Boomer takes advantage of his fortunate name by using it on his card as follows: George in small type and A. Boomer in large, and the firm says he is one, too.

Charles Ahrenfeldt & Son, 50 Murray Street, is represented in the Middle West by Leonard Stock, George P. Mackey for West, and E. W. Schulz, South and Canada.

Charles Weiss travels the West and Guy S. Jenkins to the Pacific Coast, for Wm. Guerin & Co., 33 Park Place.

G. H. Miller and J. E. Beaver are covering the Middle West, and E. Eckert the East for Finisterer & Ruhe, 47 Murray Street.

George H. Bowman & Co., 39 Murray Street, have a large number of salesmen in the field. They are: A. Hart and W. R. Claffin, East; P. B. Johnson, New York; Charles Ellis, Pittsburg; Edgar Bowman, Ohio and New York; Frank Bowman, Ohio, Indiana and Missouri; D. L. Bostwick, Michigan and Wisconsin; W. R. Lewis, the Northwest to Spokane, Wash.; F. M. Garrison, to Pacific Coast; J. J. Burke, Michigan; F. E. McEntafer, Thomas Schley,

South; George Truesdell, Iowa, Illinois and part of Missouri; L. B. Hefter, Chicago; W. Addie, housefurnishing line, all parts; Ernest Wolf, cut glass, all parts.

Joseph Irons, of J. D. Bergen & Co., 38 Murray Street, is handling their line of cut glass on road.

George R. Nixon is traveling New York State for L. Strauss & Sons, 46 Warren Street.

Nicholas Wapler, 28 Warren Street, has H. H. Winderoth in the New England district.

BRISTOL RECORDING THERMOMETERS

Economy is the slogan with the great majority of people nowadays. In this connection our readers cannot fail to be interested in the line of recording thermometers for feed water temperatures, manufactured by The Bristol Company, of Waterbury, Conn. Their class 2 thermometers are especially adapted for this service. They are made for a great variety of ranges and applications. The bulletin issued for general information gives details concerning this particular Bristol thermometer, there being already a great many of them in successful service. The bulletin presents three record charts showing records of actual feed water temperatures and furnishes ample proof of their value along lines of economy. They may be obtained on application, in addition to any other information desired, either at the Waterbury headquarters, or at the new office just opened in the Frick Building Annex, Pittsburg.

ICE GOBLETS

Hygienic authorities have long been seeking a cheap and yet sightly material for drinking vessels, to prevent the communication of contagious diseases. It is claimed that a Dutch inventor has found the solution of the problem, in the form of a goblet made of ice at slight expense, which after use can be thrown away. Water in a state of chemical purity passes into a mold; being there frozen, the lower part of the goblet being sufficiently solid to hold any liquid. The process of manufacture is said to be rapid and very simple. In the interest of the glassware industry, hopes are, however, expressed that the new invention will not advance beyond the stage of theory. The cost of each goblet is estimated at from three-fifths to four-fifths of a cent.

It takes a mighty smart man to know enough to conceal what he doesn't know.

There is nothing new under the sun, especially in the way of resolutions.

NEW BOOKS

CHATS ON ENGLISH EARTHENWARE, BY Arthur Hayden. Published by T. Fisher Unwin, London, Eng.; 5s. net.

Under this title, T. Fisher Unwin, the London, England, publisher, has brought out this new book by Arthur Hayden, author of "Chats on English China." Mr. Hayden does not claim to be a writer of prominence, nor is he a leader in the clay-working industry, but he has produced a work that is the choice of all similar ones issued on the ceramic art in recent years, the critics say. Its highest aim consists in being just what it professes to be—"A Practical Guide for the Collector." The most remarkable feature of the book is the author's ready grasp of the underlying technical skill peculiar to the various wares of widely different periods, reviewed. Other interesting features concerning English pottery have been discussed by the writer in a most entertaining way. All of which makes the book one of great value to collectors.

THE POTTERY AND THE PORCELAIN OF THE UNITED STATES, by Edwin Atlee Barber, A.M., Ph.D. Published by G. P. Putnam's Sons, New York and London. Price, \$5 net.

An historical review of the ceramic art from the earliest times to the present day, to which is appended a chapter on the pottery of Mexico, by Mr. Barber. Third edition, revised and enlarged with 335 illustrations.

The work gives a complete history of the pottery industry in America, and is extremely valuable as a book of reference. The first edition appeared in 1893, since which period there has been marked progress in the art here, chiefly in the direction of underglaze and carved effects, both in relief and intaglio, in geometrical and conventional patterns, all of which is treated by Mr. Barber in the present editions. The author's chapter on the pottery of Mexico is one of the most interesting of all and is exceptionally conclusive. Applications for copies of the book may be made to the office of this publication.

VAN NOSTRAND'S CHEMICAL ANNUAL, 1909, edited by John C. Olsen, A.M., Ph.D. Published by the D. Van Nostrand Co., New York. Price, \$2.50.

This is the second edition of the work. It is an up-to-date handy reference book on chemical and physical data and has no equal in the English language. A copy should be on the desk of every busy man who is interested in any branch of manufacturing, or any chemical lines, and this includes the pottery and glass industries, with others.

WEDGWOOD AND HIS IMITATORS, by Mrs. N. Hudson Moore. Published by Frederick A. Stokes Co., New York. Price, \$1 net.

This is the second of a series of "Collector's Handbooks," of which Delftware is the first. It not only describes the famous pottery made at the factory of Josiah Wedgwood, but treats of the work of his followers and imitators. The author shows the characteristics of Wedgwood, explains the processes of manufacture, gives exhaustive lists of the artists employed, and tells many interesting facts about the history of the handicraft. The illustrations show representative pieces, owned both in America and Europe, and, together with the designated marks and the careful descriptions of the wares, they should enable many owners to identify their possessions.

TRADE NOTES

Rudolph Hanan, who conducted a crockery store in the Murdock Building, Pittsburg, recently sustained a loss of \$2,000 on stock by fire and water.

Mrs. F. M. Redmon, who has been the junior partner in the firm of Wade & Co., Champaign, Ill., has purchased the Wade interest and will continue the business as a 5 and 10 cent store.

C. E. Barrett, who for the past few years conducted the East Side Fair Store, at Aurora, Ill., has closed up and will establish a similar business at Everett, Wash.

W. B. Morton has sold his interest in the Fair Store, at Washington, Ia., to C. T. White.

S. Deiches' department store in State street, near Broad, Perth Amboy, N. J., has been more than doubled in size and is now one of the largest and most up-to-date department stores in the county, covering more than 5,500 square feet of floor space.

Standard Five and Ten Cent stores have been incorporated in Chicago with a capital of \$6,000. The incorporators are G. Chapman, H. J. Buckley and William F. Smith.

It is reported that the owners of the Five and Ten Cent Store on Church Street, New Brunswick, N. J., are negotiating to lease from Bears Brothers, the Martin property on George Street, for the purpose of starting another store of this kind.

George Paul of the Paul's China store, Alton, Ill., has completed a deal whereby he purchases the entire stock of high class china from the E. H. Goulding's Sons store. He will remove the stock to his own store at once.

**BEAUTIFUL SALESROOM OF
A. H. HEISEY & CO., INC.**

Among the bright, cleanly and splendidly arranged salesrooms in this city, where table glassware and novelties are displayed for buyers, is the headquarters of A. H. Heisey & Co., Inc., at 25 West Broadway.

This is a peculiarly attractive show room—made so by the natural location of the room itself. It is at the northwest corner, second floor, of the big Exchange Building, and is as light as outdoors itself. It is one of the largest in town, and arranged regardless of cost. Win-



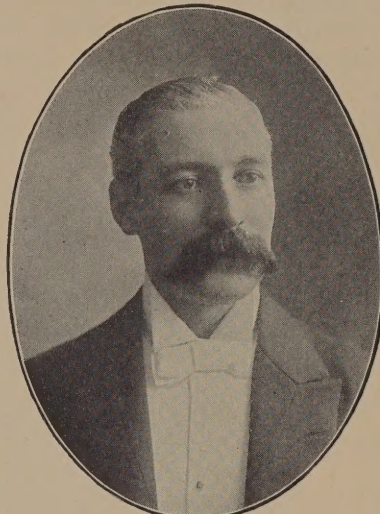
dows on West Broadway and Park Place admit of unlimited light and air, and each window is tastefully hung with curtains. There are eleven tables, each with mirrored top, all filled with the numerous lines of choice goods sold by Mr. A. A. Bean, agent for the Heisey Company. The walls are mirrored to the ceiling, and the several shelves holding samples reflect the glassware beautifully. It is a treat, not to say privilege, to visit this veritable "crystal palace," as many have termed Mr. Bean's headquarters.

WILL MEND BROKEN WARES

An article that is invaluable in every home and is making friends rapidly, is Potmend, which, as its name implies, is a preparation made to mend wares. It is a German product of long standing and is the only material that will repair without heat any article made of agate, enamel, porcelain, china, glass, marble, etc., and make them as good as new. Potmend is heat-proof and is guaranteed to do all its makers claim for it. It is likewise an article of great economy, because it needs cold water only for mixing. Druggists, grocers, stationers, hardware, paint and department stores sell it.

PATENTS GRANTED

On a recent date, a patent was granted at Washington, D. C., to Thomas W. Wood, of Anderson, Ind., in protection of a machine for forming glassware. Patent No. 933,939. At the same time and place and on the same date patent No. 934,094 was granted to William J. Peterson, of New York, covering a method of decorating glassware. William Stubbs, of Stoke-on-Trent, England, was granted patent No. 934,231 on an apparatus for casting hollow ware and other ware of china and like materials.



GEORGE HAMILTON

**GEORGE HAMILTON APPOINTED
AGENT FOR FURNIVALS, LTD.**

Mr. George Hamilton, who for the past sixteen years, has been secretary for Maddock & Miller, 53 Barclay Street, will sever his connection with that firm November 1, when he becomes agent for the United States and Canada, for the pottery firm of Furnivals, Limited, Cobridge, Staffordshire, England, one of the large and very important concerns in that Country. The appointment of Mr. Hamilton materialized within the past few days, or since the arrival here of Mr. S. B. Furnival, a member of the firm.

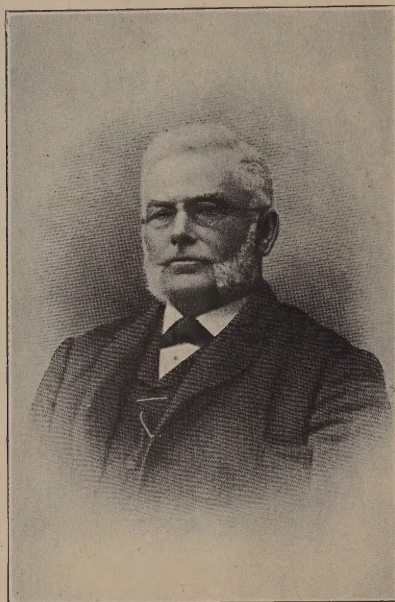
The change in the agency here is the result of the death of the late James S. Robertson, which occurred July 29 last, and who had represented the Furnivals for about 19 years. No successor had been appointed up to the present time. The present headquarters, 96 Church Street, will be retained for the present.

When you hear a man boasting that he understands women it's a safe bet that he has never been married.

We'd never build aircastles if we had to pay taxes on them.

FAMOUS POTTERY CELEBRATES GOLDEN ANNIVERSARY

THE great pottery plant of Thomas Maddock's Sons, Trenton, N. J., has just passed the fiftieth year of its active life. It was in 1859 that Millington, Astbury & Poulson established a little pottery in Trenton. Thomas Maddock, an Englishman, and an expert potter, came to this country in 1847 and engaged in the porcelain decorating business, afterward going with the firm of Waram & Hawghout as their exclusive decorator. He later entered partnership under the firm name of Maddock & Leigh, and the concern prospered and became famous; among other things they did was the decorating of a dinner set for the



THOMAS MADDOCK

White House, also ware for the St. Nicholas Hotel, New York.

Mr. Maddock retired from business in 1854 and he later opened a hotel in Brooklyn. In 1866 he re-entered the business and purchased a crockery business in Jersey City and became the representative there and in New York, of Millington & Astbury, and in 1872 he bought an interest in the business, and remained with the concern until he died, June 16, 1899. The firm became Millington, Astbury & Maddock. Prior to 1872 the firm manufactured tableware exclusively, but added sanitary earthenware, and from that time the firm figured as important factors in the sanitary field. In 1874 the withdrawal of Mr. Millington and the death of Mr. Astbury in 1878, left Thomas Maddock the sole owner of one of the most flourishing potteries in the United States.

After the death of Mr. Astbury, Mr. Maddock induced his sons, Archibald M., Harry S., and Charles, engaged in the business in Jersey City,

to come to Trenton, and they did. The firm of Thomas Maddock & Sons was formed and continued until the father's death, when the firm became Thomas Maddock's Sons, and as such has built up the present splendid business it now enjoys. From two large buildings and six kilns, in 1878, the concern has grown to its present proportions, in various ways, and now occupies three city blocks, having seven buildings and sixteen kilns, which give employment to 400 experienced pottery workers, and is the largest sanitary pottery in the United States.

Thomas Maddock's Sons are also interested in the Maddock Pottery Company, known as the Lamberton Works, which manufactures the world-famed Maddock tableware. It was the first company to introduce underglaze decorated ware in this country. The celebration of the fiftieth anniversary of the establishment of this large business was made a red letter day in the concern's history.

CUSTOMS RULINGS ON SILICA WARE

It is held by the Board of United States General Appraisers that silica ware composed of silica and other minerals is entitled to enter this country at a lower rate than that assessed by the Treasury Department.

Collector Loeb classified the silica as "manufactures of glass," with a tariff tax under the Dingley law of 45 per cent. Chief among the contentions raised by the importers for lower duty was that the entries made by Elmer & Amend of this city should be allowed to enter as "unenumerated manufactured articles" with a customs duty of 20 per cent.

General Appraiser Sharretts, in his decision for the board, says that the members of the board are clearly of the opinion that these articles are not glass, since they differ widely from glass in value, the uses to which they are put, and the name by which they are known. The only question worthy of consideration is whether these articles are so similar in material to glass as to be dutiable by virtue of the similitude clause of Section 7, at the rate provided for manufactures of glass.

The decision goes on to say that the similitude clause cannot hold, and that the silica ware should be permitted to enter at 20 per cent. as claimed by the importers.

Many a man who tells you he is deserving is lucky to escape what he deserves.

Even the man who makes money his god may find there's the devil to pay.

The man who is satisfied to take pot luck shouldn't call the kettle black.

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PORCELAIN AT THE NEW AUGSBURG MUSEUM

From an interesting description in the *Zentralblatt für Baukeramik und Glasindustrie*, it would seem that the new Augsburg Museum has acquired a valuable collection of old porcelain, hitherto in the possession of Herr A. F. Butsch, Commercial Councillor. The 607 specimens include representations of the rarest Meissen ware; such as works of Johann Joachim Kändler and other artists. Various German eighteenth century productions are supplemented by English and French porcelain. The whole exhibit bears witness to the taste and expert knowledge of its collector.

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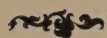
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ADVERTISERS' DIRECTORY

	PAGE
Akron Varnish Co.	206
Brewer Press.	201
Bristol Co.	199
Clinton Cut Glass Co., Inc.	195
Cambridge Glass Co.	200
Chicago Cut Glass Co.	Inside Back Cover
Central Glass Co.	200
Durst, W., Inc.	199
Drakenfeld, B. F. & Co.	208
Duncan & Miller Glass Co..	206
Eygabroat-Ryon Co.	207
Fletcher, Robert & Son	207
Fostoria Glass Specialty Co.	208
Frink Pyrometer Co.	205
Fullwood Cut Glass Co.	202
Graham & Zenger	165
Garnsey, M. V.	Inside Back Cover
Gates Pottery Co.	207
Gredelue, A.	205
Guernsey Earthenware Co.	203
Hanovia Chemical & Mfg. Co.	Inside Back Cover
Harshaw Fuller & Goodwin Co.	200
Harvey, I. R.	206
Haviland, & Co.	161
Haviland, Theo. & Cie	162
Heisey, A. H., & Co., Inc.	163
Herbert, M.	164
Hinde & Dauch Paper Co.	Inside Back Cover
Ideal China Kiln Co.	198
Jefferson Glass Co.	166
Lynch Co., George C.	197
Maddock & Miller	Inside Front Cover
McCoy, J. W. Pottery Co.	199
Mason, F. Q.	202
Mayer Pottery Co.	204
Mitchell, Wilson	203
Notman, A. H., & Co.	201
Oriental Glass Co.	204
Pouyat Company, J.	Front Cover
Paper Makers Chemical Co.	208
Penna. Salt Mfg. Co.	208
Peters & Reed Pottery Co.	Inside Back Cover
Pittsburgh Clay Pot Company	198
Pittsburgh Lamp, Brass and Glass Co.	205
Porcelaines G D A	Back Cover
Rawsthorne Engraving Co., Robt.	202
Reusche & Co., L.	204
Roessler & Hasslacher Chemical Co.	208
Steubenville Pottery Co.	195
Shenango Pottery Co.	206
Skinner & Son, W.	205
Smith, L. C. Typewriter Co.	202
Stadler Photo. Co.	201
State College of Ceramics	203
Stillman Safety Lamp Co.	201
Turner, J. Spencer Co.	203
Union Porcelain Works	198
United States Press Clipping Bureau	198
Venon, J. H.	205
Vogt & Dose	162
Von Hartzfeld, Carl	204
Warwick China Co.	202
Weller, S. A.	203
Wengers, Ltd.	199



WANT COLUMN

Subscribers may insert want advertisements, such as may be approved by the publishers, in POTTERY AND GLASS, twice during the subscription year *free of charge*. Advertisements will be accepted from non-subscribers at 25 cents a line, one time, or 20 cents a line for two or more insertions. Minimum rate, \$1.50 per insertion. Subscribers are entitled to a flat rate of 20 cents per line for third and other insertions. Copy for this department must be received not later than the 10th of the month.

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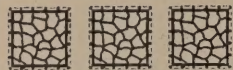
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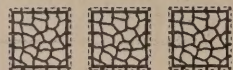
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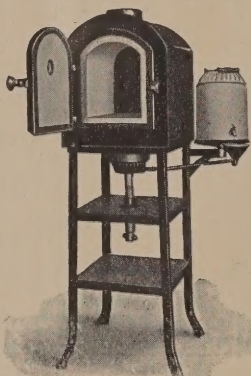
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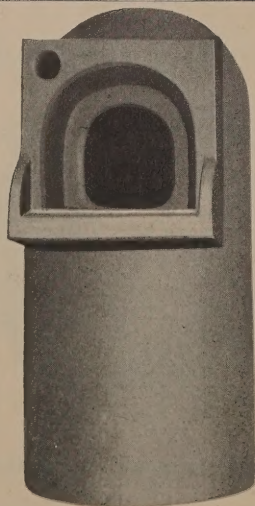
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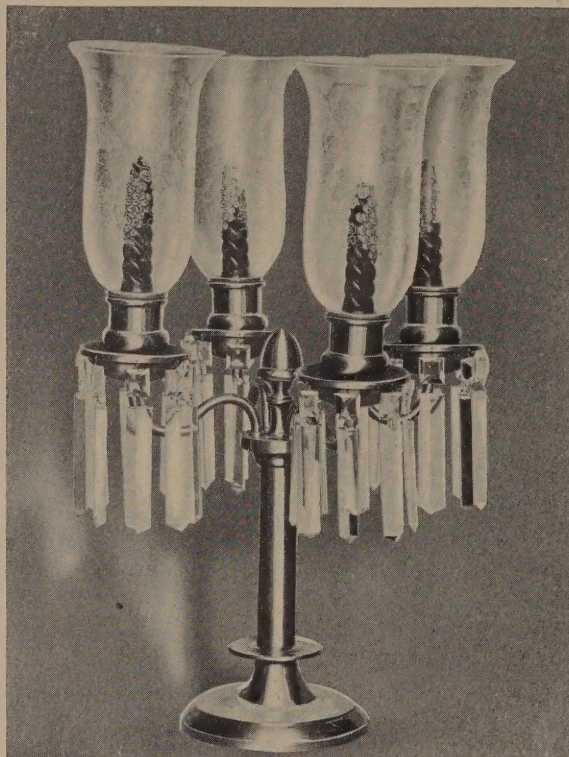
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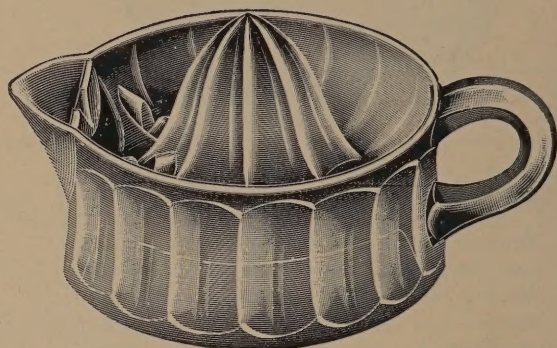
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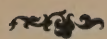
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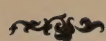
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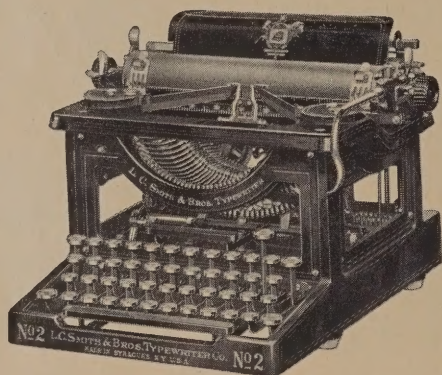
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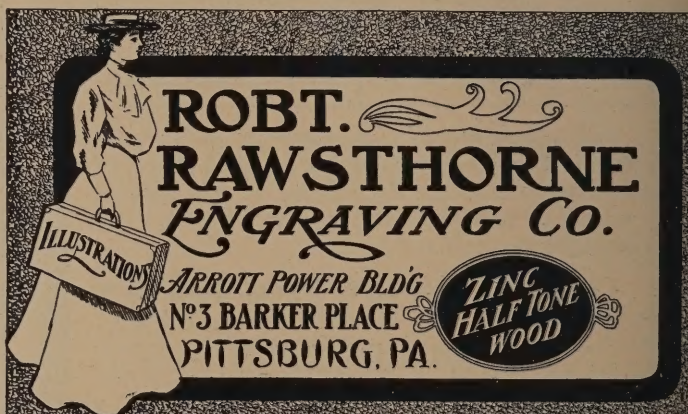
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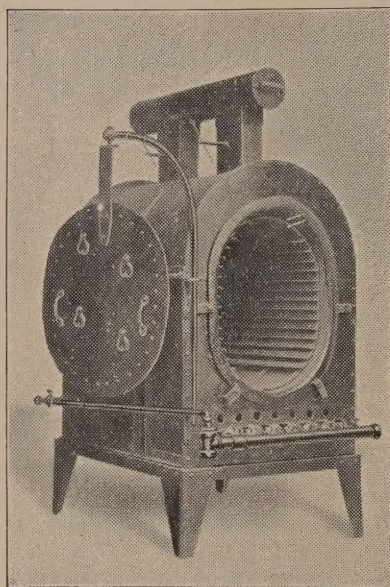
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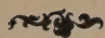
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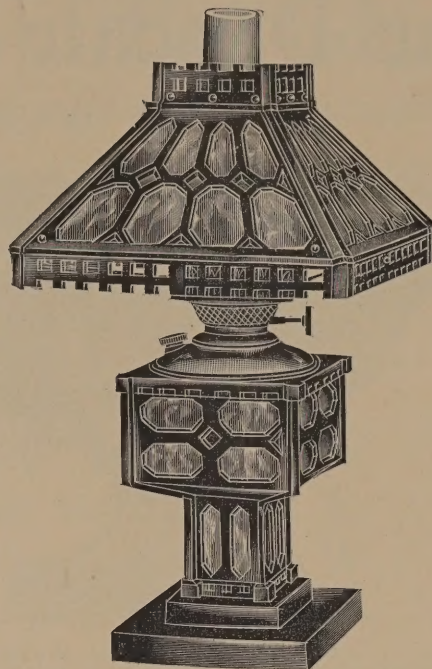
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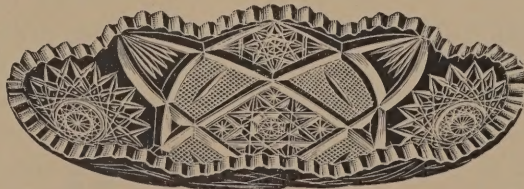
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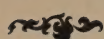
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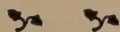
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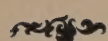
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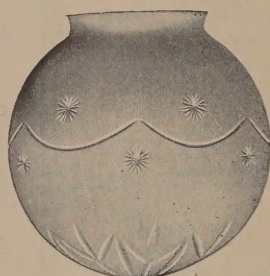
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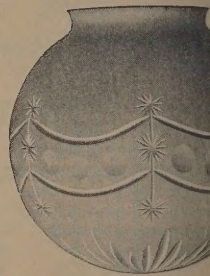
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